

FIG. 1A

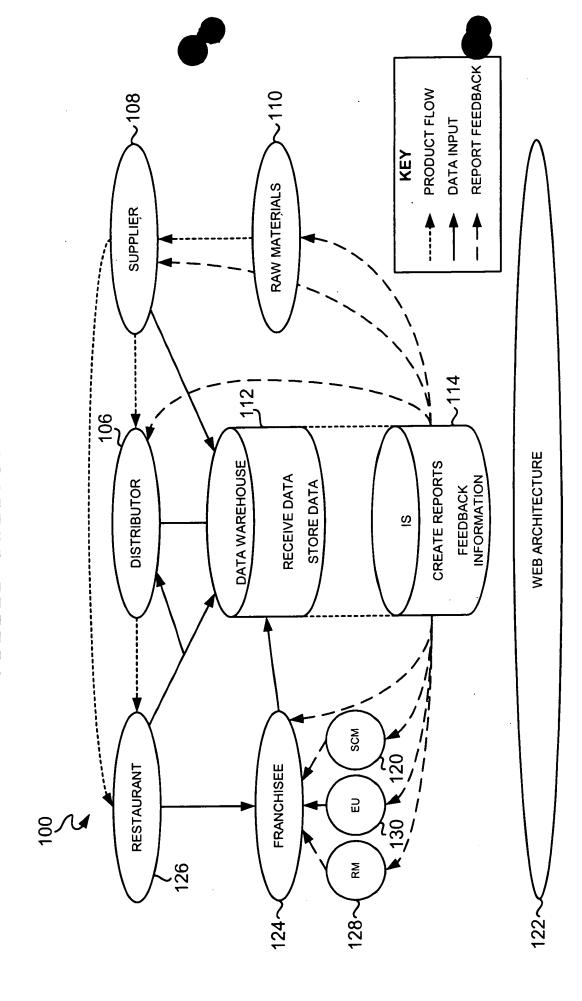


FIG. 1B

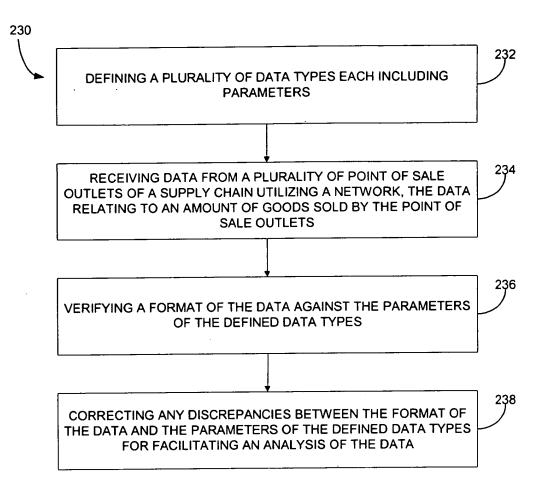


FIG. 2

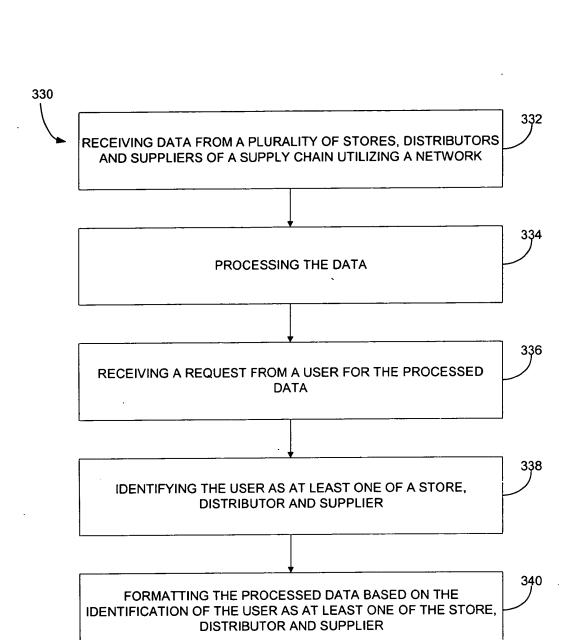


FIG. 3

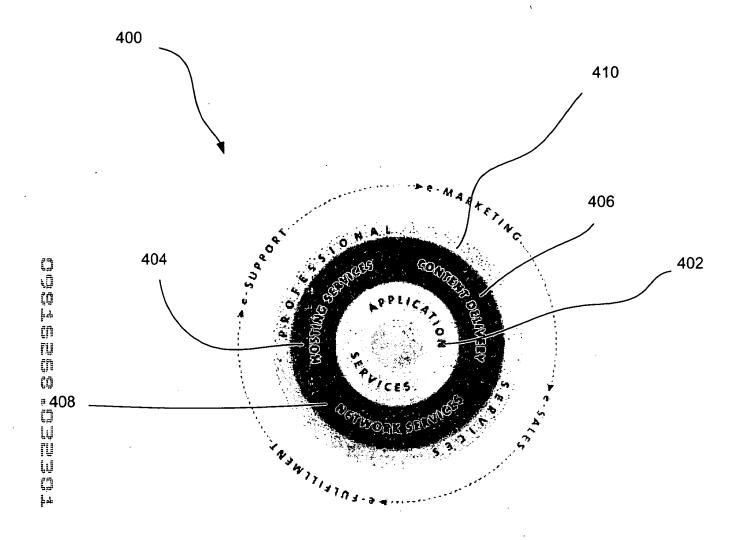


Fig. 4

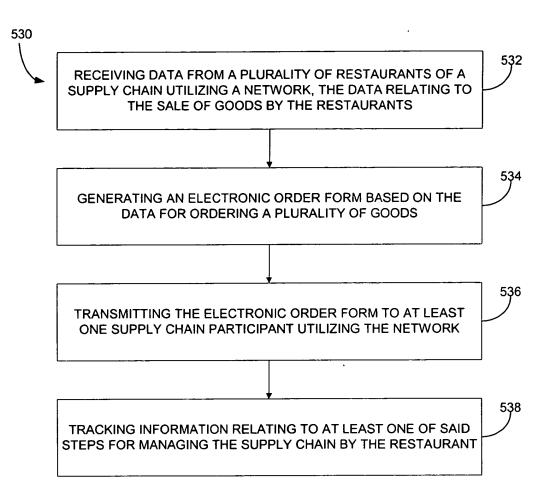


FIG. 5

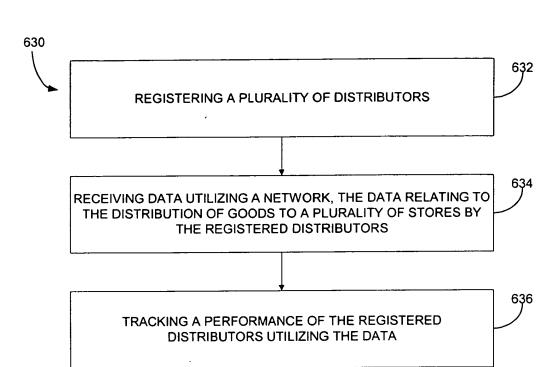


FIG. 6

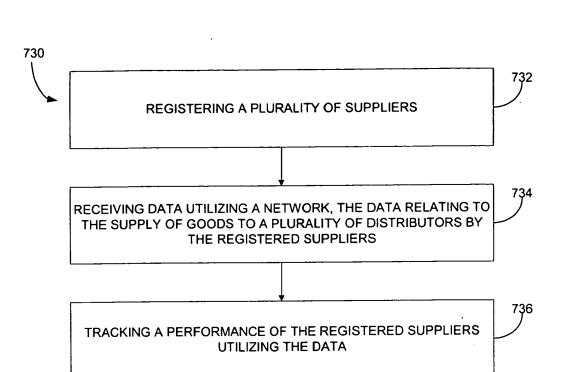


FIG. 7



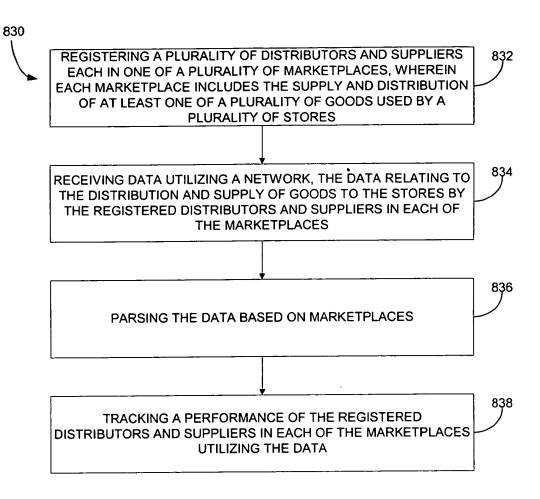


FIG. 8

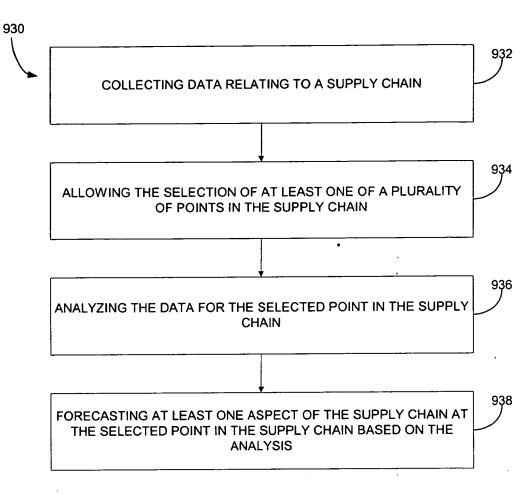


FIG. 9

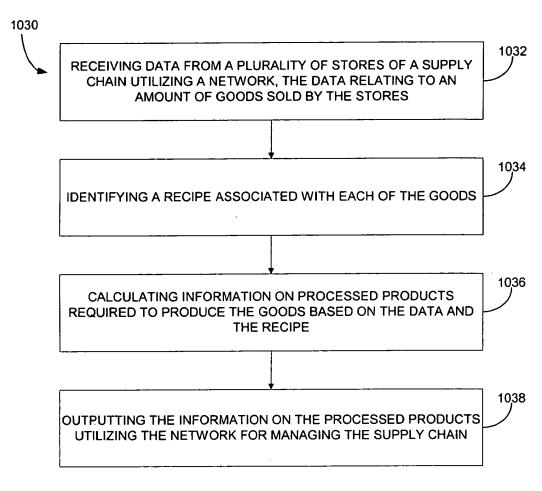


FIG. 10

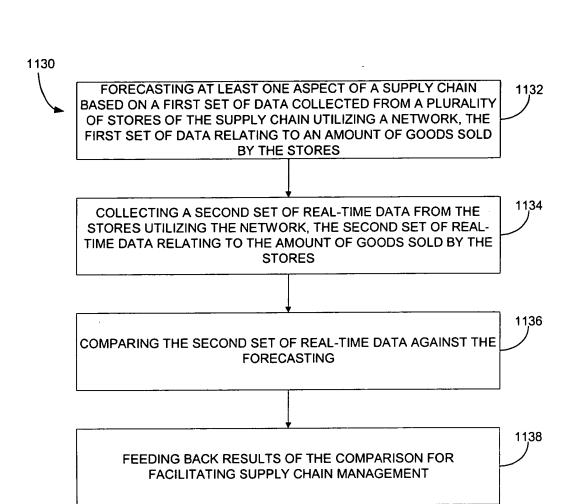
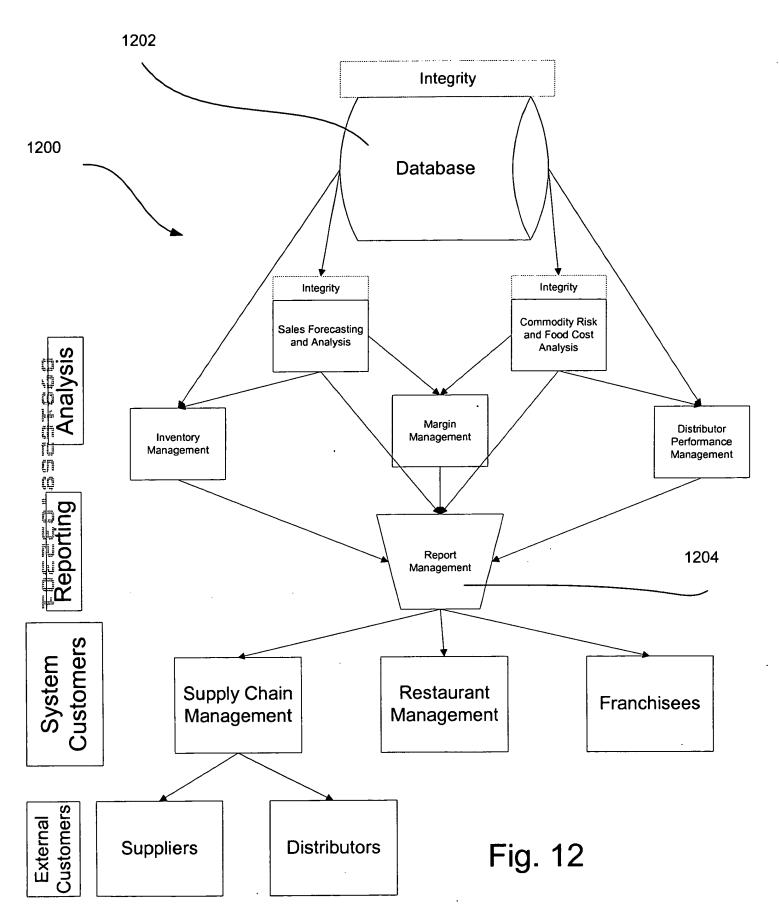


FIG. 11





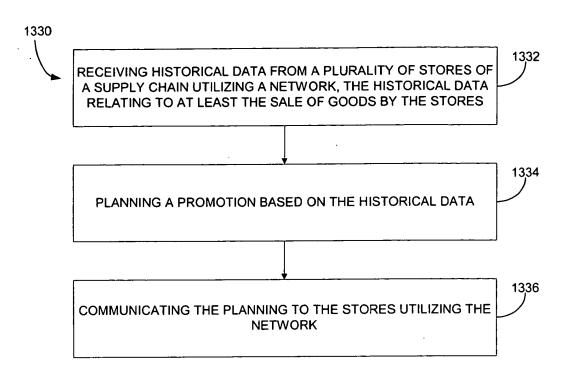


FIG. 13

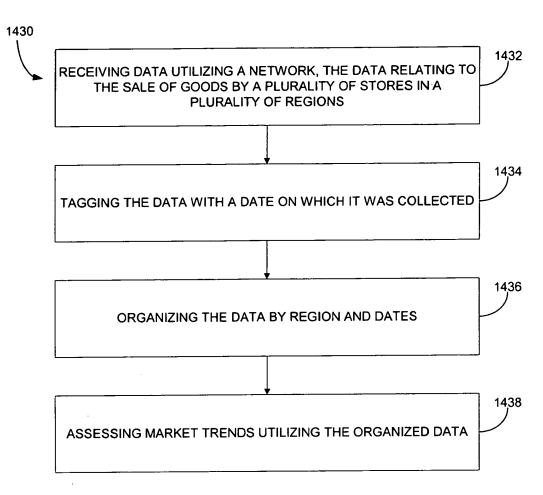


FIG. 14



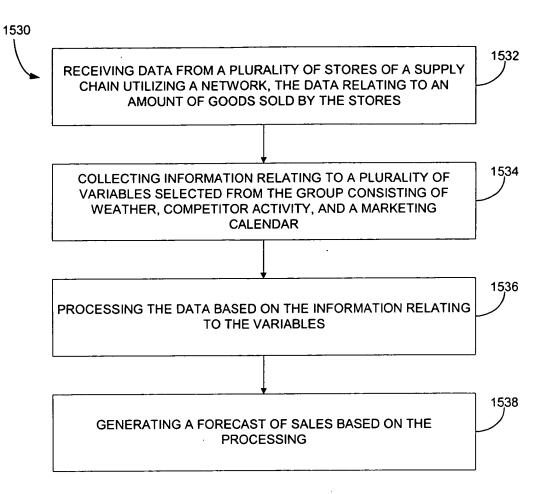


FIG. 15

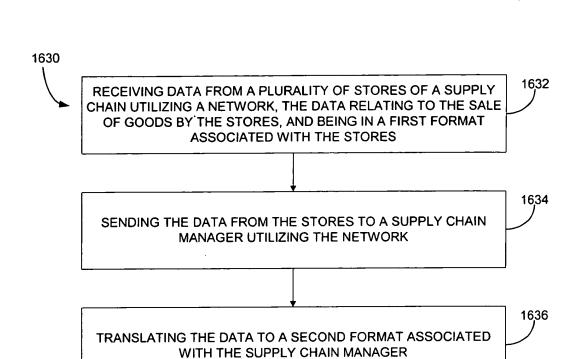


FIG. 16

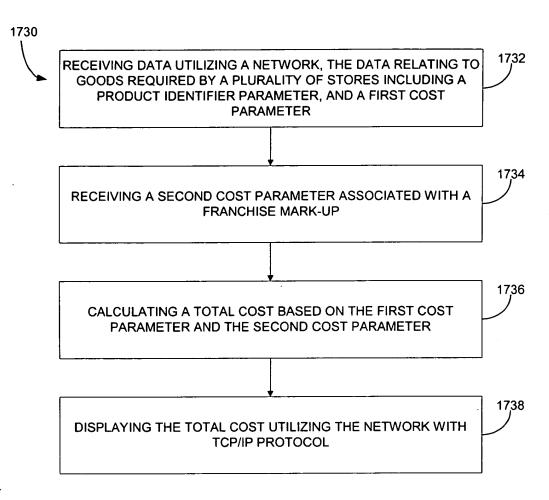


FIG. 17

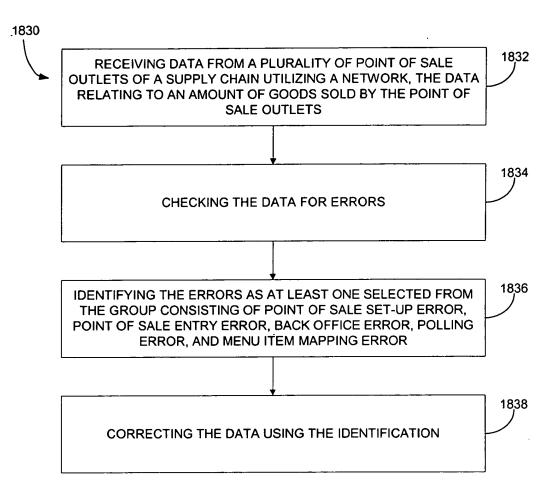


FIG. 18

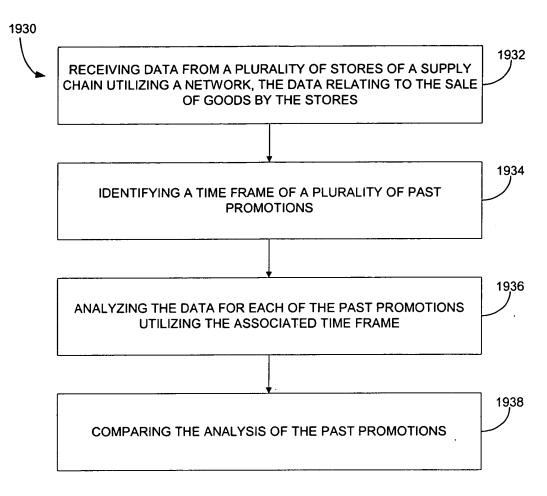
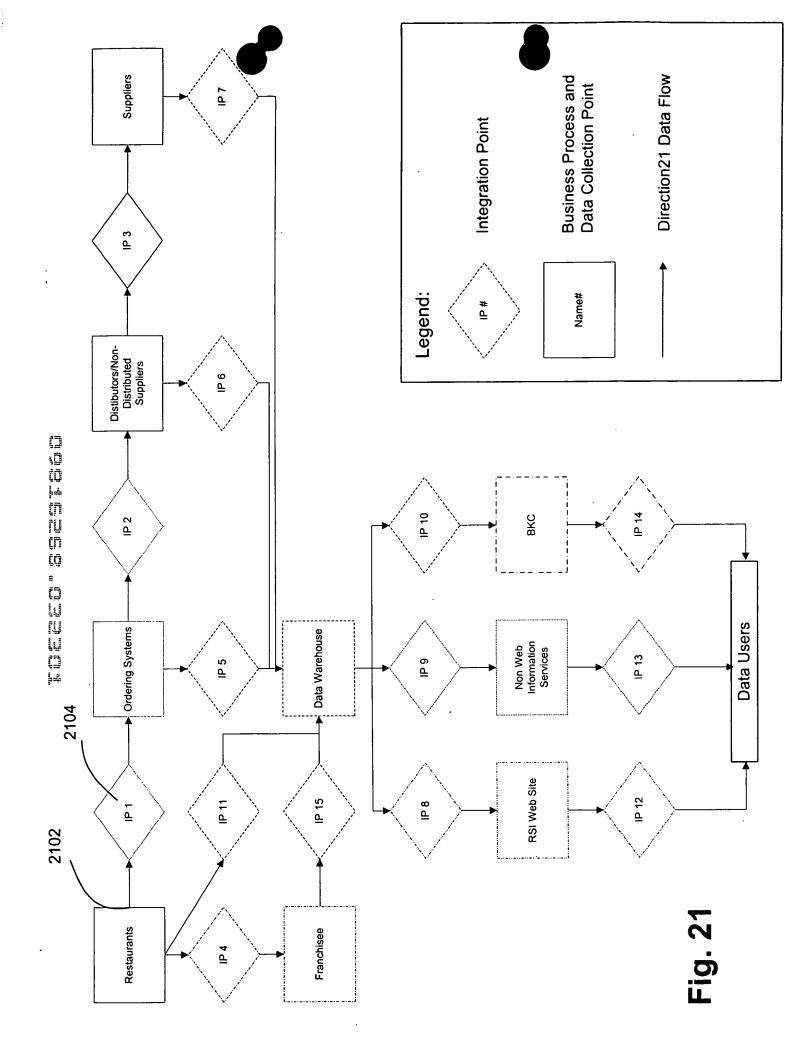
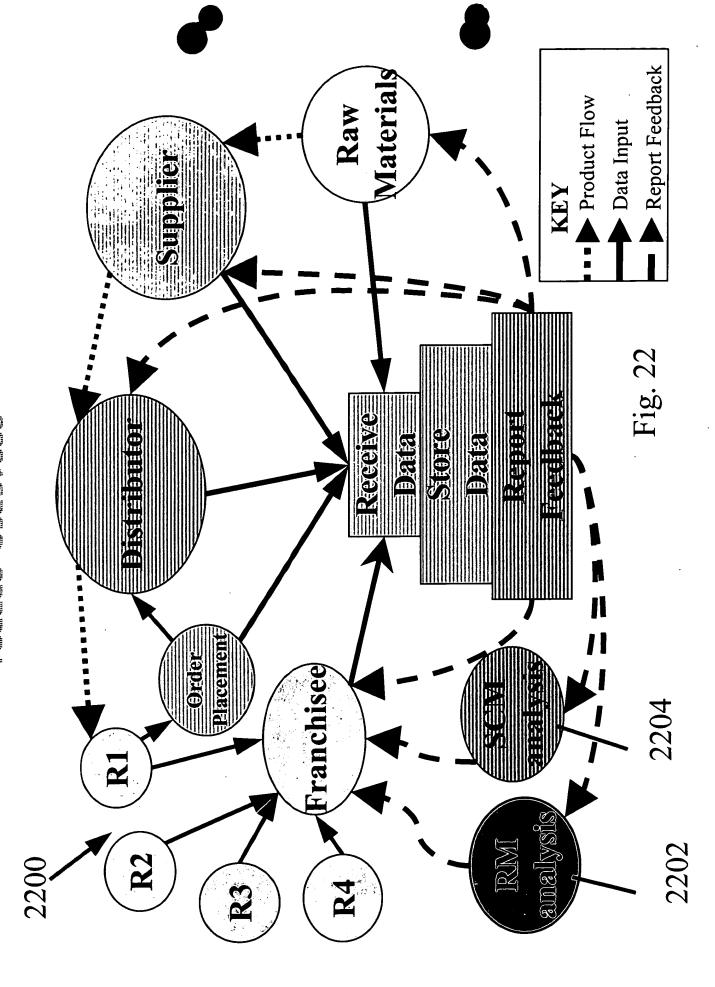


FIG. 19

Fig. 20





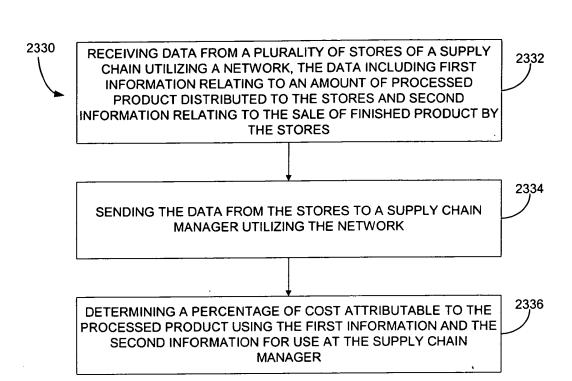
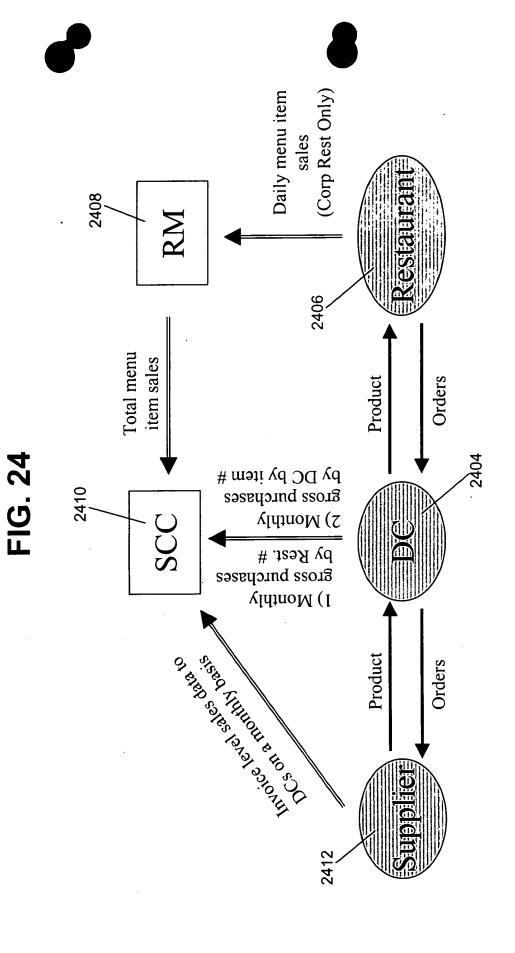
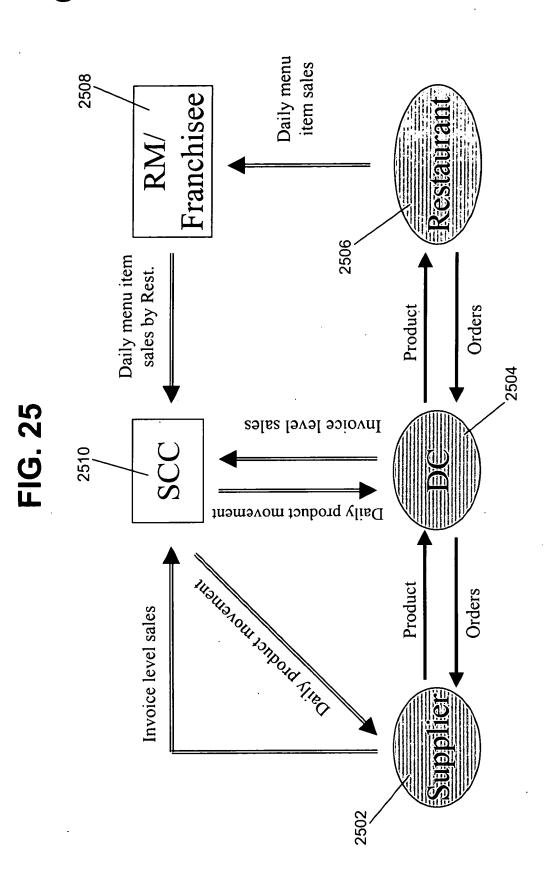


FIG. 23





rocache nisty.

2600					正	<u>Ö</u>	FIG. 26									
~	2602														2604	
✓				History		les F	oreca	st Wo	Sales Forecast Worksheet - System	et - S	ystem	Forecast	ast			
Week	ğ	Q 2	9-M	W-5	4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	5	9+M	93	8
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Competition Index																
Weather Index																
Sales History/Forecast Total (\$/store)	/store)														İ	Τ
Key Products by Menu Item (units/day/store)	s/day/sto	re)														
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	802	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
Key Products by Inventory Item (cases/day/store)	cases/da 	y/store	_													
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	9.9	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	4.	1.7	1.6	1.7	1.8	1.7	1 .8	9.1	1.9	4.	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	4.0	0.3	0.4	4.0	9.4	0.3	0.3
Ketchup- Bulk		1.6	4.	4.	1.2	ر ئ	1.8	1.7	1 .8	9.	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)		101.8	87.3	86.6	79.3	92.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.5	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes		3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc																

		Promoti	onal M	onitor -	System	Promotional Monitor - System & Kegional	nal						
			History	orv					Week #1	.#1			
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	9+0	D+7	Total
Total Sales(\$/Store)	re)	\$23,000	\$23,500	,000 \$23,500 \$23,250 \$23,450	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$2,888 \$3,150 \$3,413 \$3,413 \$3,675 \$5,513 \$4,200 \$26,250	\$4,200	\$26,250
Menulliem Seles	Nenrolliem SelesitoriKey/Products(units/restauran	urant/weel	• (£										
Category	Segment												
Whopper	WHOPPERS	215	211	228	569	32	34	37	37	40	09	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	2	23	35	56	165
	YWVM WHOPPERS	669	629	714	813	8	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Exp	Variance from Expected (Highlighed Areas are Outside of Expected Range)	utside of E	xpected F	Range)									

6.5% %9.9

8.0% 9.0% 7.0%

16.0% 14.0% 19.0%

13.0% 16.0% 13.3%

4.0% 4.0%

1.0% 1.0%

3.0% 4.0% 3.0%

2.3% 1.0% 3.0%

-4.6% -5.8% -1.9%

-9.8% **-23.2%** -8.4% **-24.5% -10.7% -22.5%**

11.4% 8.1%

WHOPPERS W/CHEESE YWWM WHOPPERS

WHOPPERS

Whopper

-10.7%

5.0%

1.0%

3.3%

2.1%

4.1%

-9.6% -23.4%

10.6% 12.2%

Whopper Total

11.0%

6.9% 7.7%

8.0%

16.3%

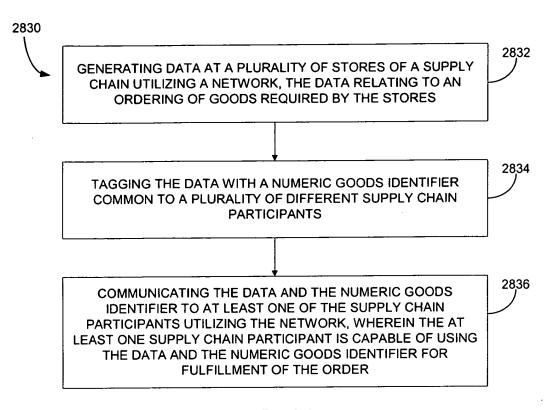


FIG. 28

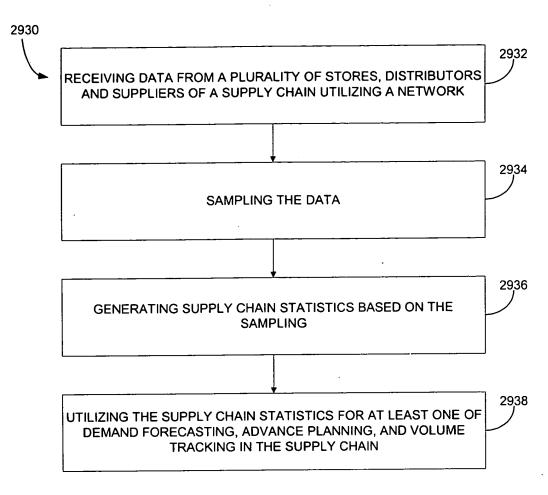


FIG. 29

Distribution Center: Alliant Topeka

3000

Jun-00 Time Period (Month/Yr):

Delivery Order Fill Rate

65712	
Total Cases Ordered:	

3002

					Overlooked and
Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Not Returned
Cases:	154	89	62	284	
Percent	0.23%	0.10%	%60.0	0.43%	0.00%

568 0.86%

1.61%

0.00%

Total Purchasing

Out of Code

Substitutions

Out of Stocks 990

Purchasing:

3004

Total Operations

			ı
Cases:	990	20	
Percent:	1.51%	0.11%	
			١
Distribution Center Total:	Cases	Percent	
Operations:	268	0.86%	
Purchasing:	1060	1.61%	
Grand Total:	1628	2.48%	

97.52% Delivery Order Fill Rate:

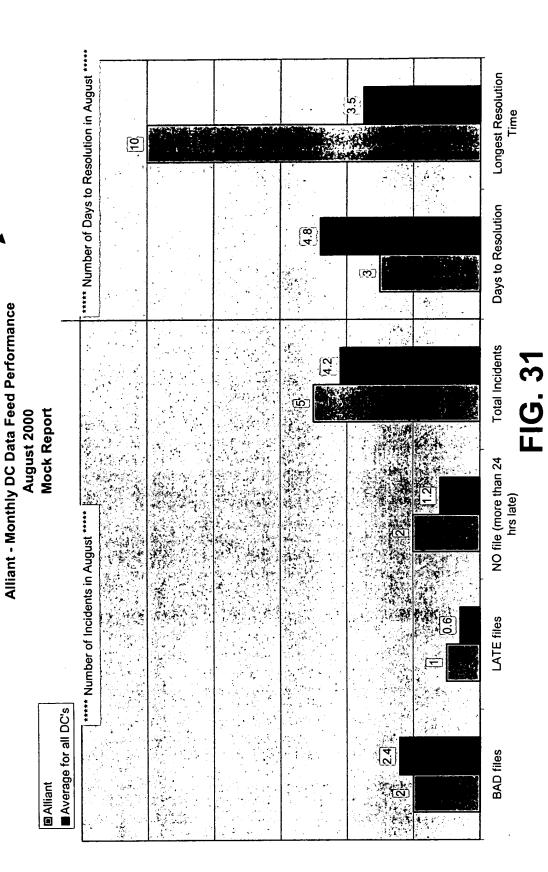
On-Time Delivery Rate

0.00%	On-Time Delivery Rate:
	# of On-Time Deliveries:
1232	Total # of Deliveries:

Perfect Order Rate

58.85%	Perfect Order Rate:
725	Total # of Perfect Orders:
1232	Total # of Deliveries:

FIG. 30





Service Level Reporting August

	A. P. Bar Fill Datowth 4-44	Method Time	Doctort Ordor
	MARKE CHANGE IN THE PARTY OF		
Alliant-Paducah an Interest	99.14%	30003	
Alliantatopaka			
AlliantWixom	89.05%	80 M 83	
King-Atlanta	89.34%		78.70%
King-lecksonville	There are	4. Selection	50000
King-Louisville	35. 35.		
Malmes 29, Conkilla	%17.66	-0	79.25%
Maines 30, Cleveland			
MainesiLonglisiand	99.41%	,0	
Maines New England	83383.06		79.83%
MBM]Fŭllerton	99.13%	8,430,428	i0//\IQ#
MBM(tewisyille X to the text	30,500	32/66%	#DIV/0i
MB/Morlando	869 (36)	9/09/98	#DIV/0i
MBMIROCKY/Mount	86.13%	8/9/7/20	i0/AIC#
Mccabels	F. (0.0) (10)	13211 (36)	86.00.00 86.00.00
Metano tubbodk	i0/AlQ#	i0/AIG#	#DIV/0i
Nicholas/&(co.	360000	83,000	96.387%
Redisupply	891.66	6, 000 MW	80,1233
PEGWictoria statement	%Z 7 :86	i0//\lQ# 9	
PY A/Monarch are the training	99.20%	6 07,79%	
Reinhart-Cedar Rapids	%90.66	6 98,65%	
Reinhart-Oak Creek#	99.31%	6 98,69%	
Reinhart:Rogers (2008)	869166	8 05,49%	
Restaurants]NW	%£0.66	854063	800,4F7%
Shámrock@ommerce@ly 😁	98800		963) '38)
Shamrocki Phoenix	98.81%	36,835%	
Sygma(Hardsburg	S.50°60	াক!	3.038
ockton	J. 36.30%		
Syscological System (System)	92,06%	51. (@01.00%)	12. OF 28.

	Fill Rate	On - Time	Perfect Order
BKC Min	%05'86	%00.06	78.00%
RSI Min	%05'66	%00.06	80.00%

OK	Didn't meet RSI Min.	Didn't meet BK Min.	
0			

FIG. 32

FIG. 33

Vendor:

Time Period:

XYZ Company

3300

Delivery Statistics:

Aug-00

3300

Inventory Management:

%26 %56 0.93 1.7

On-Time Delivery Percentage

Days Delivery Late

Hours Delivery Late

DC Adherence to Lead-Time DC Requested Lead-Time

9 Average Days On Hand

SKU#1 SKU #2

Max Days On Hand

SKU #2 SKU#1

40 32

Monthly Carrying Cost

Average as % FOB SKU #2 SKU #1

42,513 12,589 1.25%

Invoice, Payment and Pricing:

Monthly Freight Variance Monthly Total Variance Monthly FOB Variance Days for Payment

3,594 33,746

30,152

92.34% %00.66 97.25%

Invoice Accuracy: Invoice Fill Rate

Perfect Order Percentage PO Accepted Rate

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance August 2000

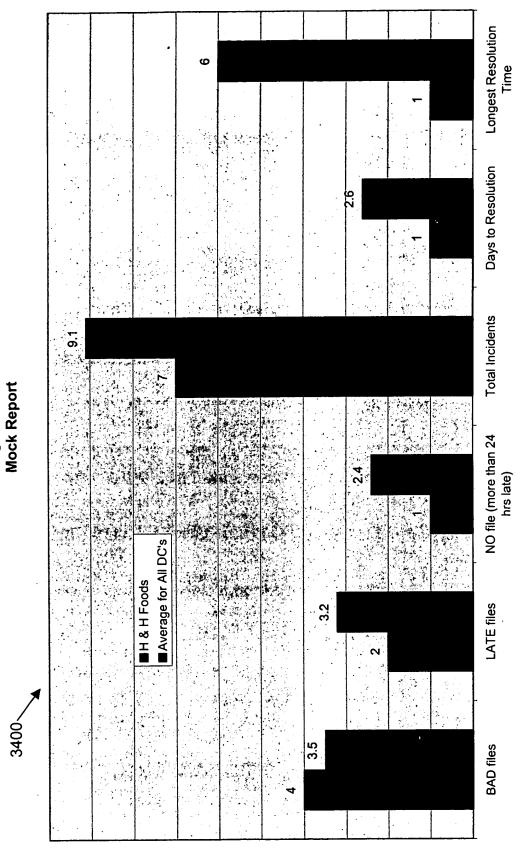


FIG. 35

Service Level Reporting November - Mock Report

orest wandy ceresing	2,39%	E				3. S.		0,25%			1	%606%				<i>35660</i>	£ 1 250%	200	2,06%		% 1,55%	8 220%		1,003%			8,93%
. Monthly votal . Percenters (exembers)	(%) (%) (%) (%) (%)	38. AC (35)	397E	36 1 68 198	<u> </u>	35 E	333	93			38	69'86		(30)				36.00). 36.000). 36.000			93;53, (m) (m) (30;6) (m) (33;6), (m)	%3°03	(S)		<u>98</u>	86698	%E 66
	GOODIES GOMBRINSTRUMENTS ING	WHINEFORDIFOODSHING	LEPAGEIBAKERY///COUNTRY/KITIGHE	NGRESYSTIEMEDIA	SIGNATIUREIMEATISIGROUP	SCHWEBELKSIBÄKING[60]	MXWIGUP	MIRANPLASIIICS	DIXIETPRODUCE/8/PACKAGING DE LA COMPANION DE L	NORALVAKE, IING.	FORT JAMES TO PERATING COMPANY	FRESH/ADV/ANT/AGE, KG	SILWERIKINGOMNOGORP	INSONIFOODS	READY/AGGESS	GEORGIAIPAGIFICATIISSUIF	GLOUGHERINTPÄCKING	BEXERAGE - STATE - STA	COMPONENTHARDWARE(GROUPAING)	GOGA\GOIJA\USA	IIOASIIWASIIER	GRANITEQUINITY FOODS	FRESHIEXPRESS	ITANUORIFARMS	MODULARIDISPENSINGISKSITEM	CENTURNIERO DUCTO TUCO SE	ROSE(PACKINGICOMPANY

	Monthly Lotal	Perfect Order	Monthly Carrying
	Overcharge	Percentage	% Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%



3500

3600

Mock Report/1

	*** FY 01 ****	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index Plan Actual	99.75	99.69 99.10	99.20 98.90	98.63	100.33	100.49	101.12	100.44	99.92
Variance Good/(Bad)		0.59	0.30						
T tal Dollar Purchases (in Millions) /2	(in Millions) /2								
Plan Actual	\$2,237.24	\$183.98 \$182.84	\$182.73 \$182.08	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Variance Good/(Bad)		\$1.14 0.6%	\$0.65 0.4%		ı				

/1 Includes on food cost index items. /2 Based on FY 99 Sales Volumes

FIG. 36

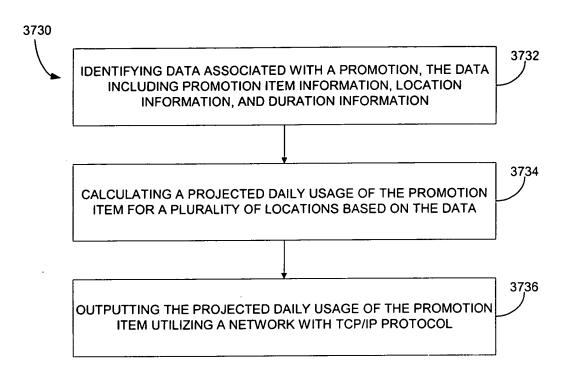


FIG. 37

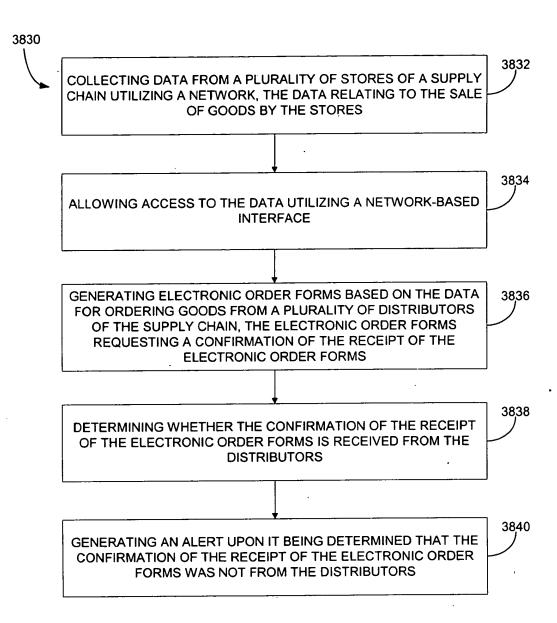


FIG. 38

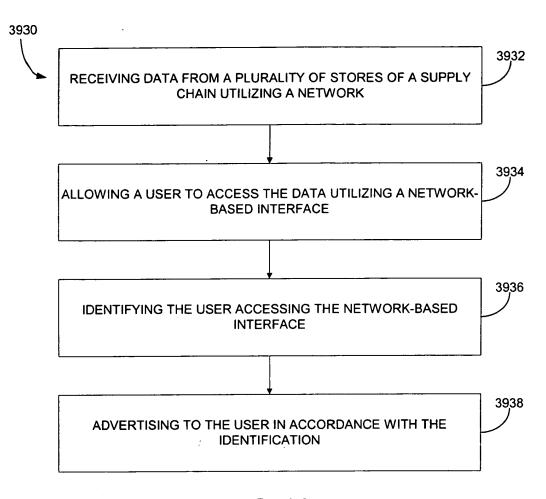


FIG. 39

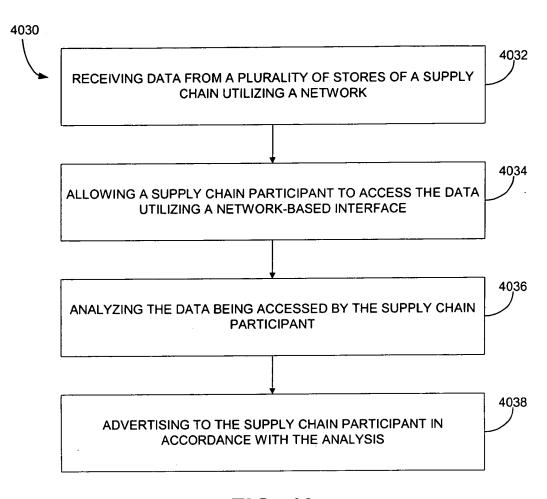


FIG. 40

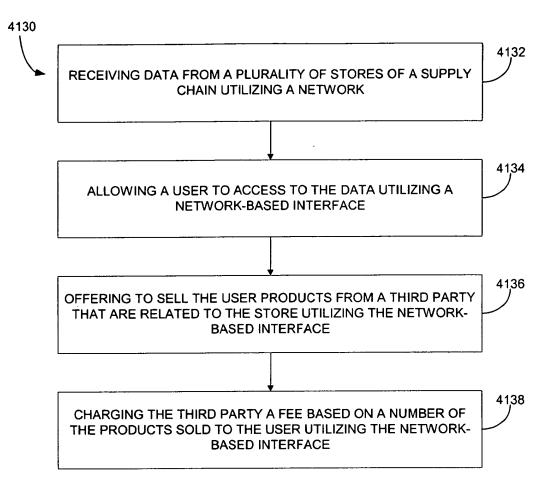


FIG. 41





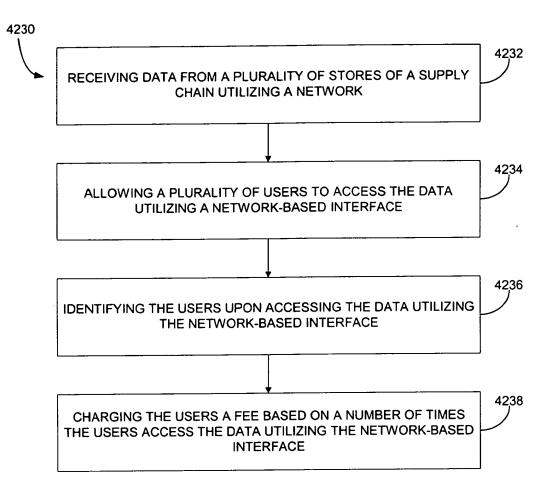


FIG. 42

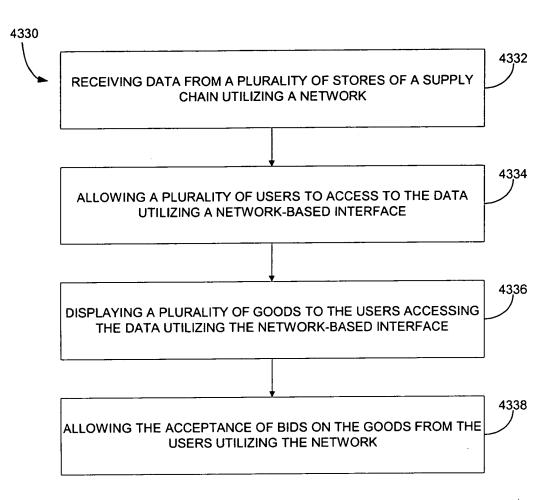


FIG. 43A

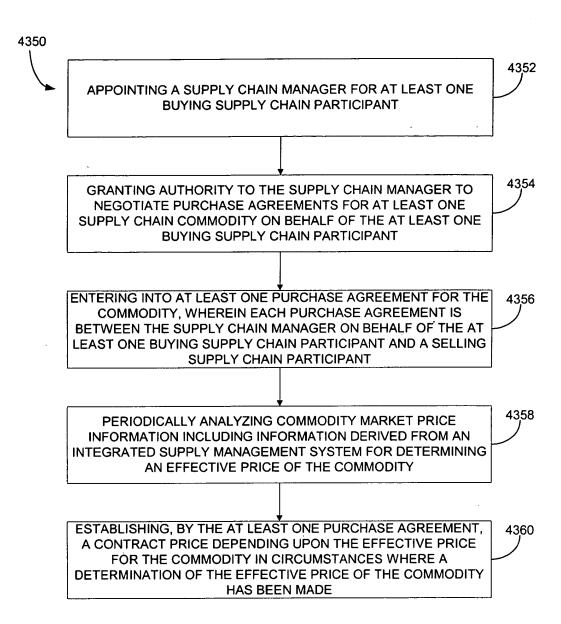


FIG. 43B

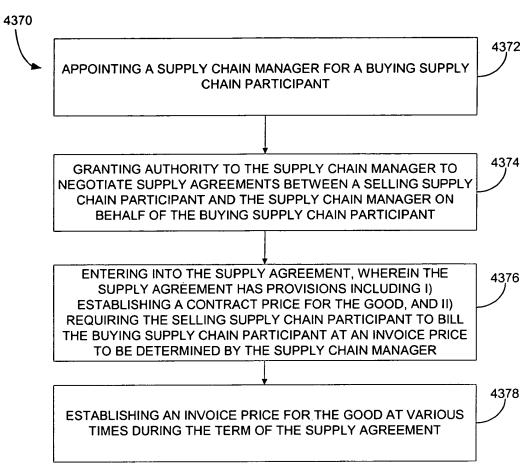


FIG. 43C

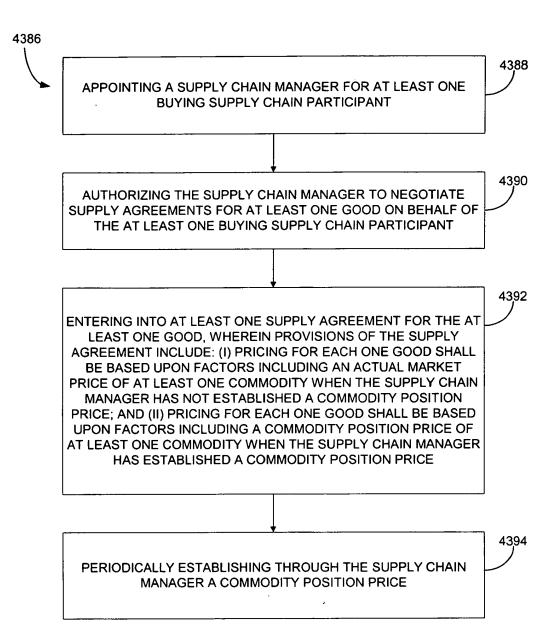


FIG. 43D

FIG. 44

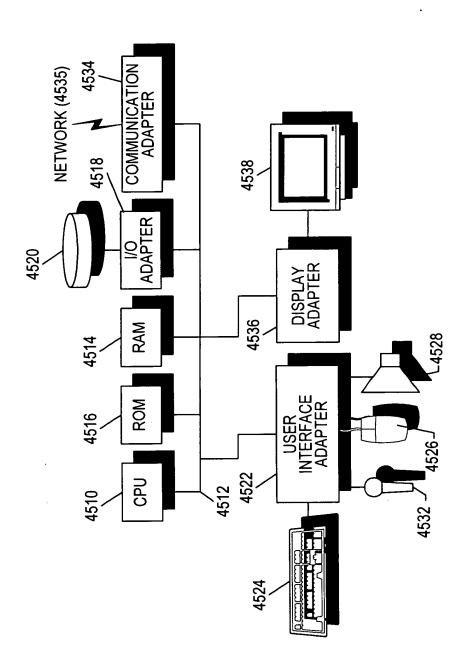


FIG. 45

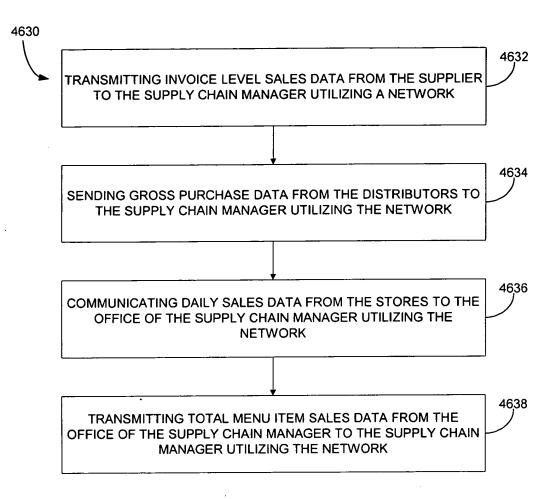


FIG. 46

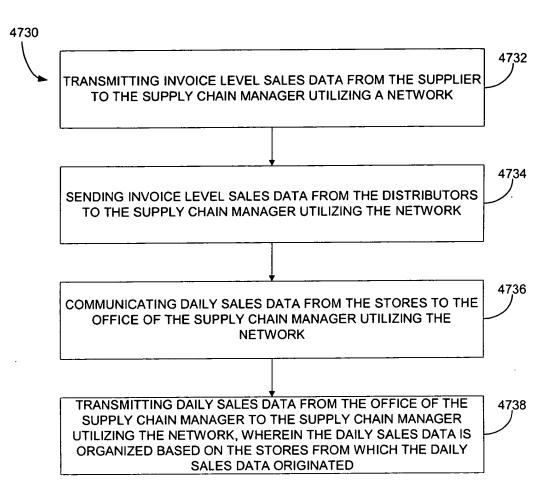


FIG. 47





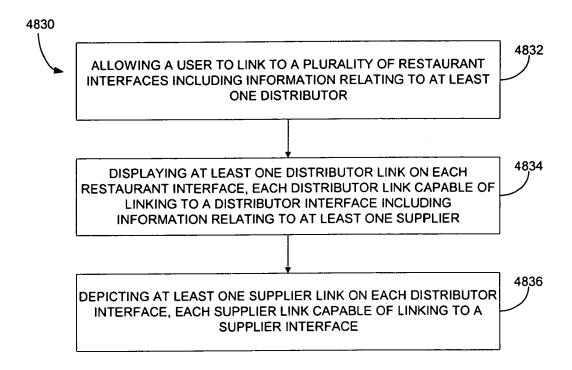


FIG. 48

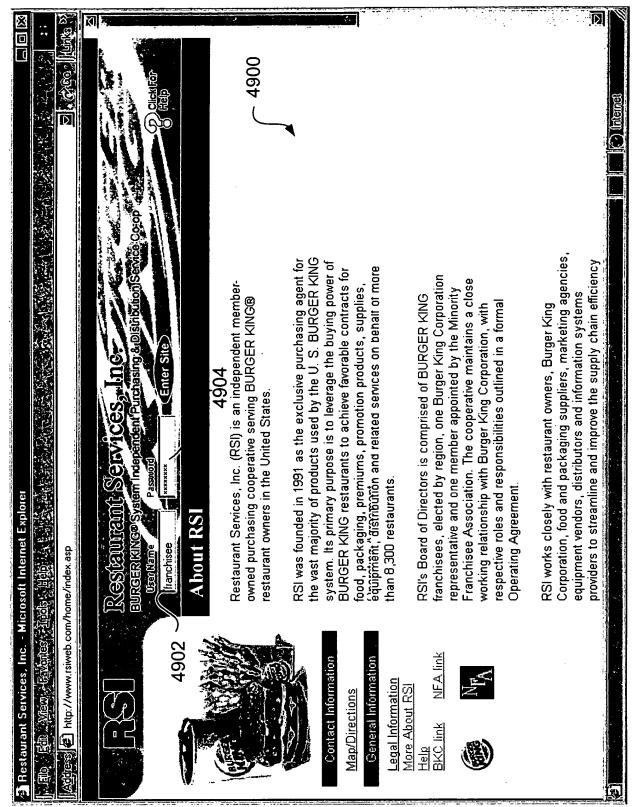


FIG. 49

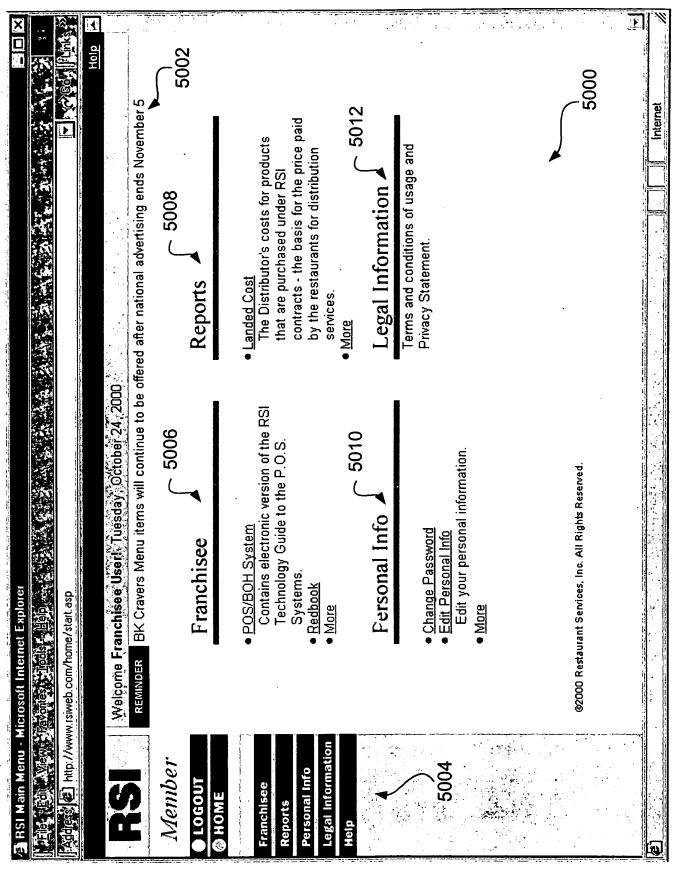


FIG. 50

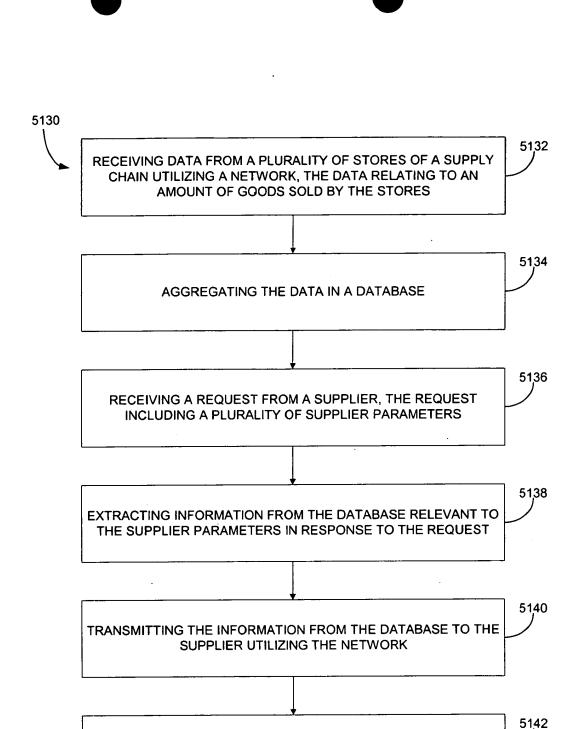


FIG. 51

ADJUSTING A SUPPLY OF RAW MATERIALS FROM WHICH THE GOODS ARE PRODUCED BASED ON THE INFORMATION

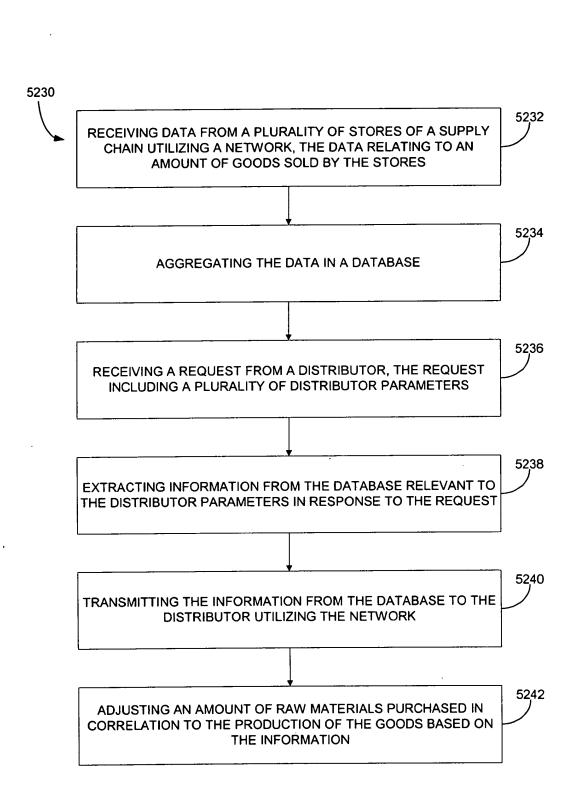


FIG. 52

X	::	1						· ·		3 13	·								1
	7	Негр			<u>e</u>	otal	9/18	9/24	197	72	5	1109	178	68	0	743	5 4	L	
					r, you a	ding T	9/25	10/1	200	8	104	1142	186	85	8	778	1078		ĕ
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FIG. 53

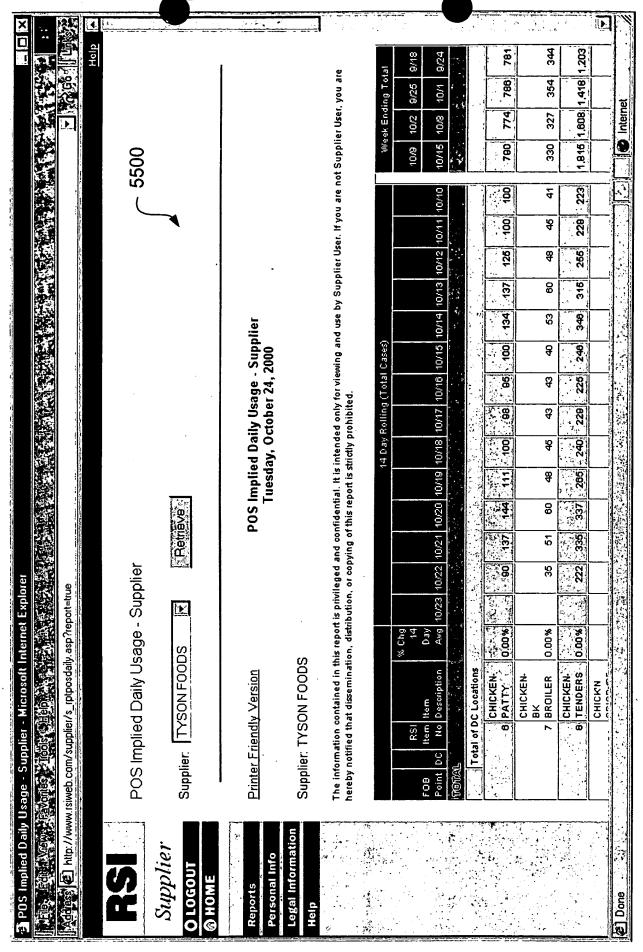


FIG. 55

DOCKER DESTA

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				-	ert Harris	529-3409	ir. If you	Rest Cost	\$22.84	\$7.44	\$26.05	\$46.07	\$8.02	\$31.35	\$9.38	\$7.98
H	91	- 5600		·	Report Contact: Robert Harris	Contact Number: 305-529-3409	ranchisee Use prohibited.	Makup	\$1.57	\$1.57	\$1.57	\$1.57	\$1.67	\$1.57	\$1.57	\$1.57
R	Company of the compan		*		Report C	Contact No	g and use by F eport is strictly	DC Cost	\$21.27	\$5.87	\$24.48	\$44.50	\$6.45	\$29.78	\$7.81	\$6.41
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FIG. 56

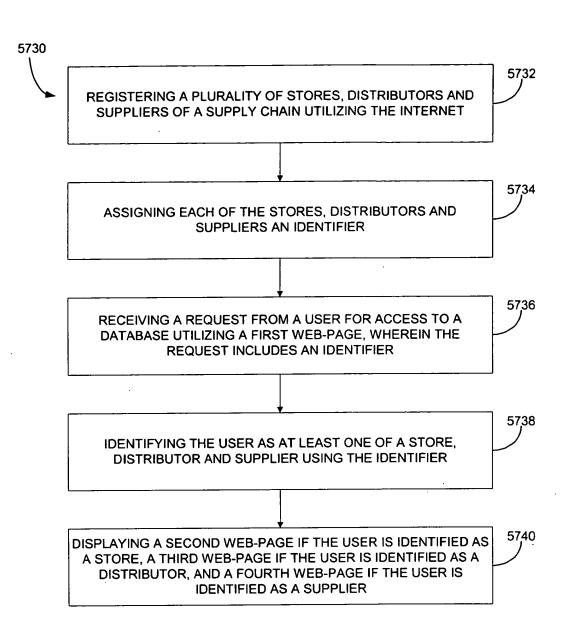
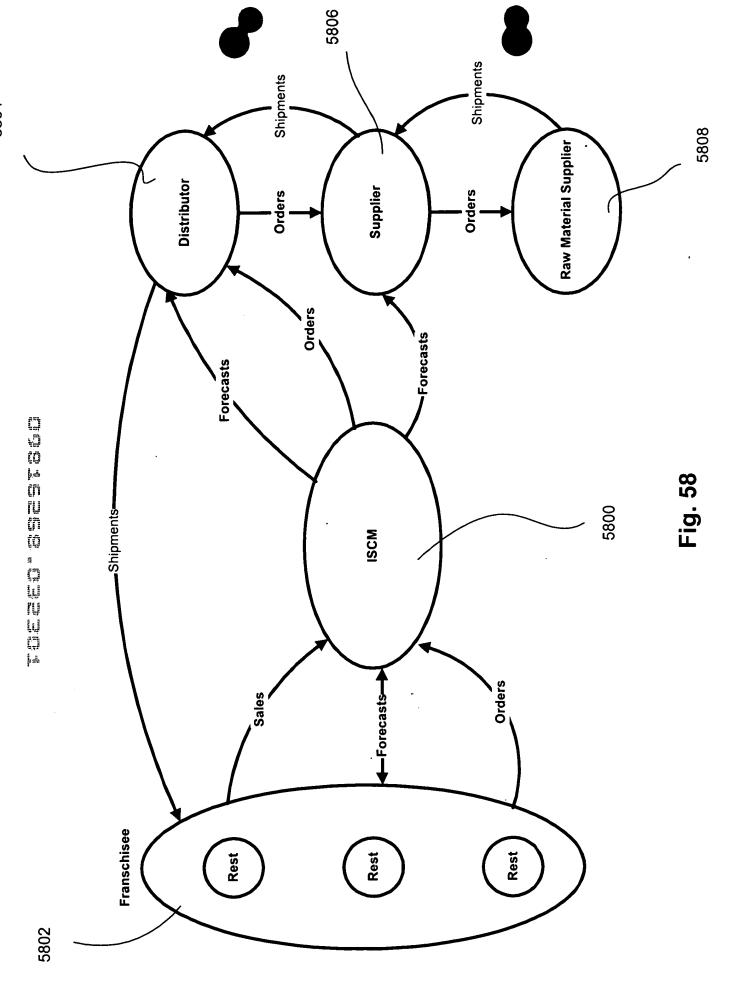


FIG. 57



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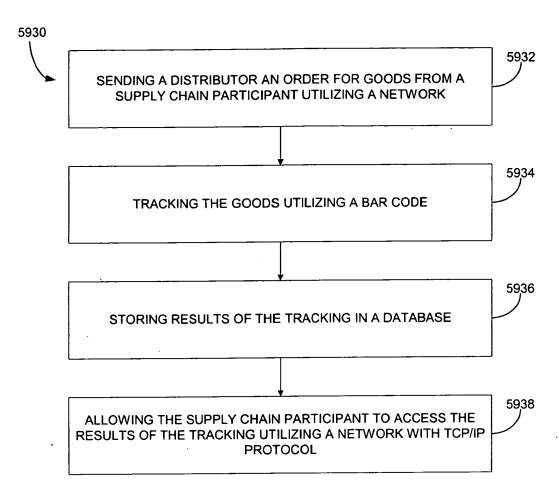
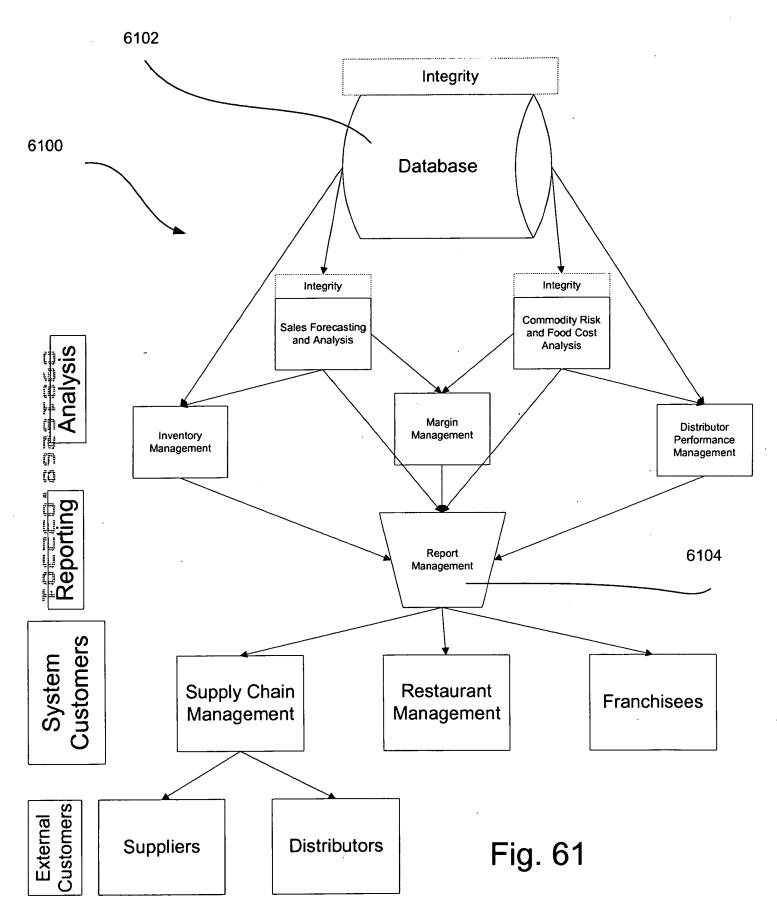


FIG. 59

Fig. 60





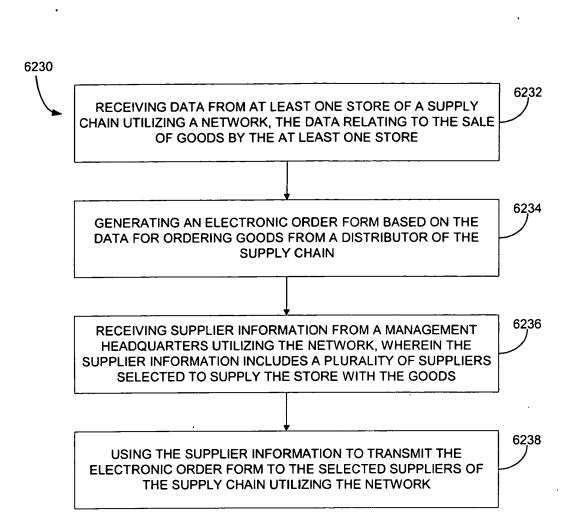
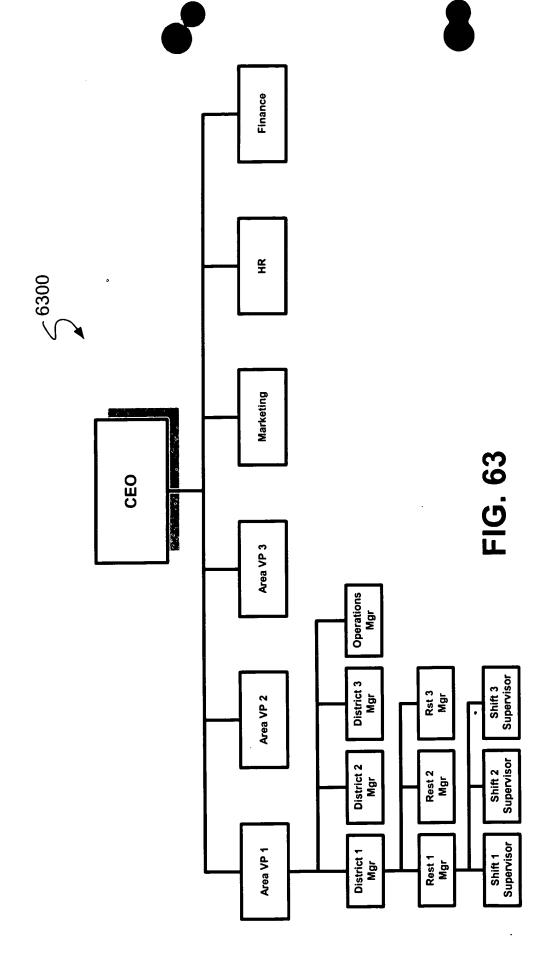


FIG. 62





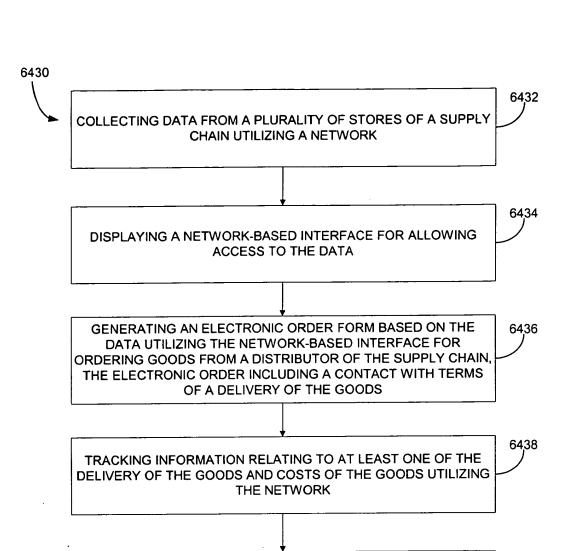


FIG. 64

COMPARING THE TRACKED INFORMATION WITH THE TERMS OF THE CONTRACT

6440



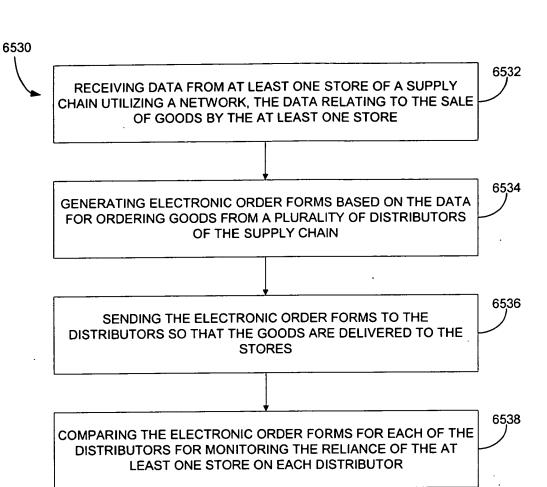


FIG. 65





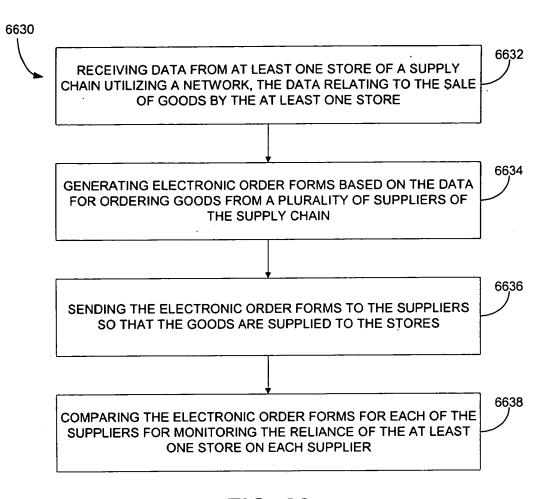


FIG. 66





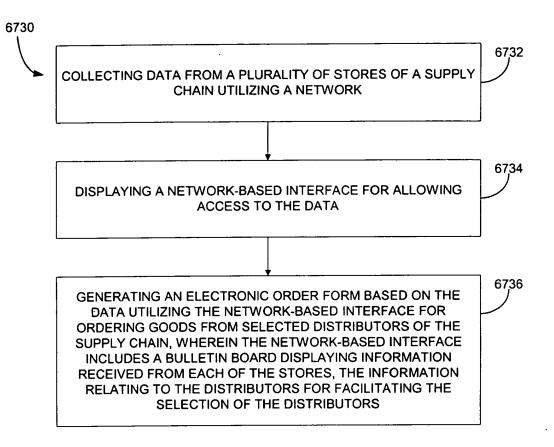


FIG. 67





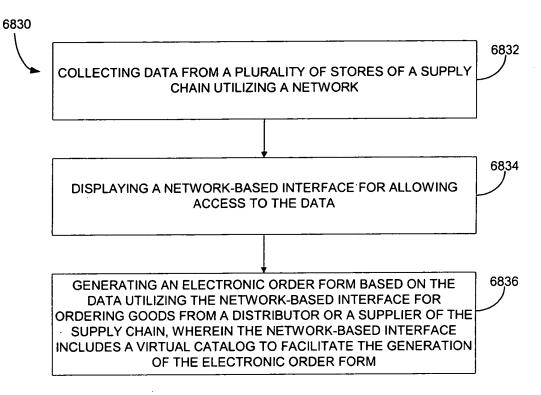


FIG. 68

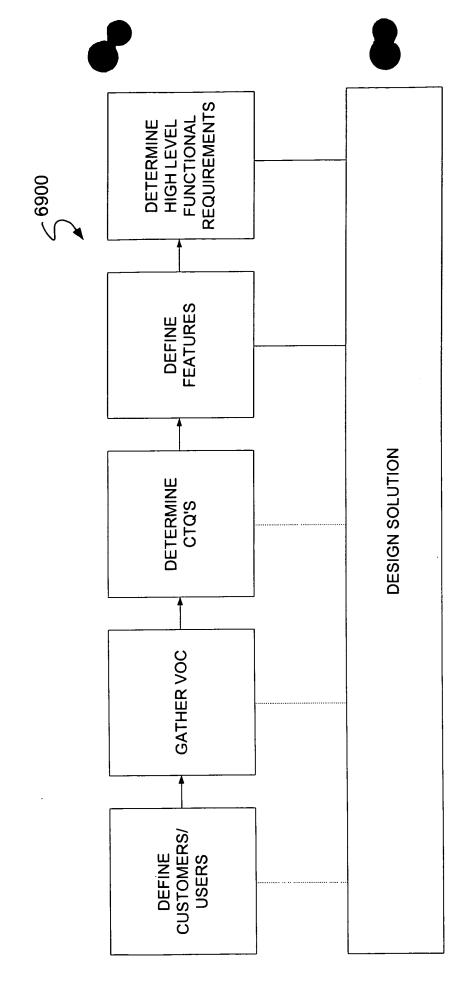


FIG. 69



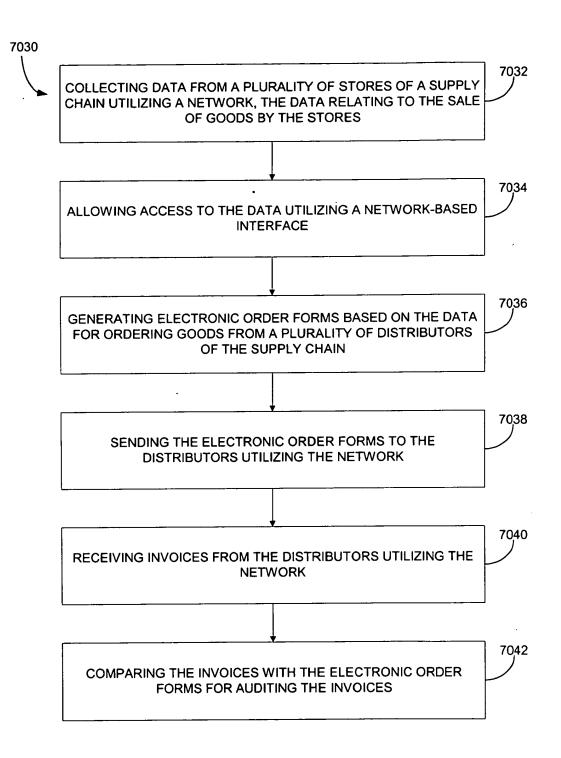


FIG. 70





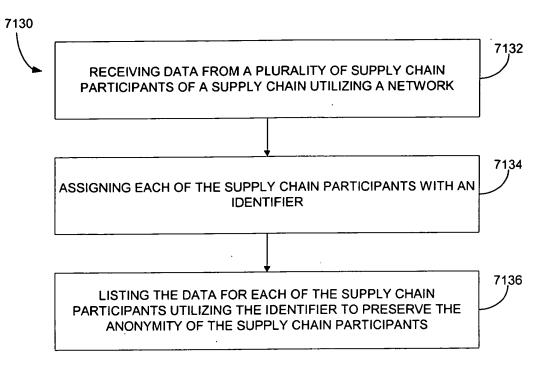


FIG. 71

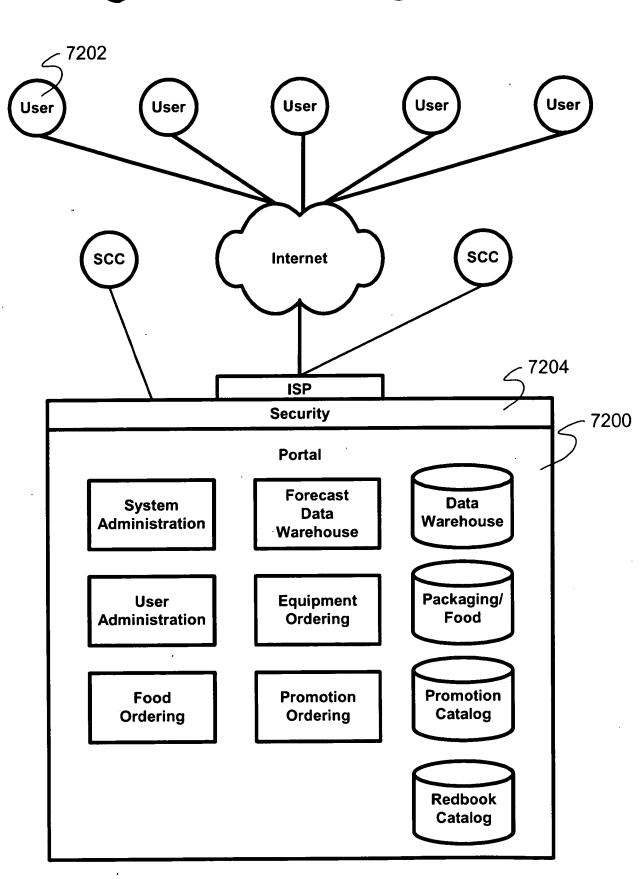


FIG. 72

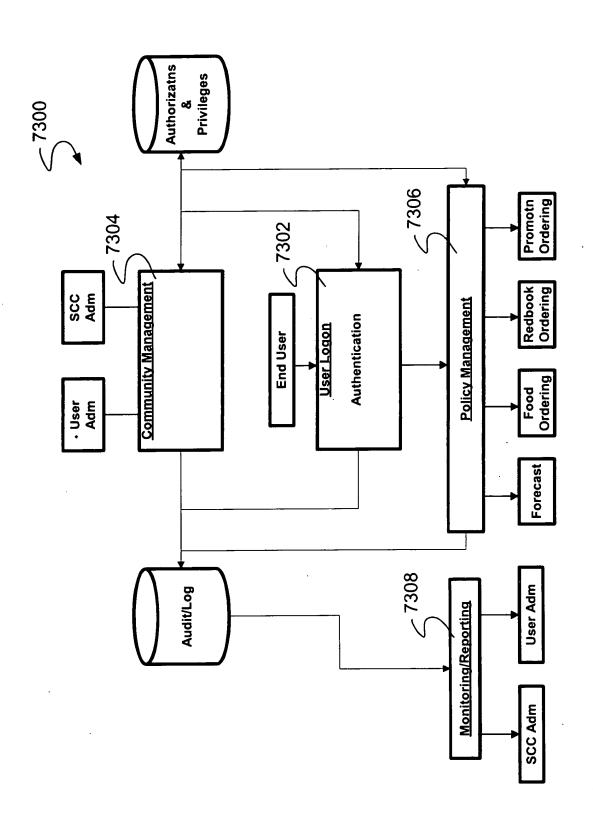


FIG. 73

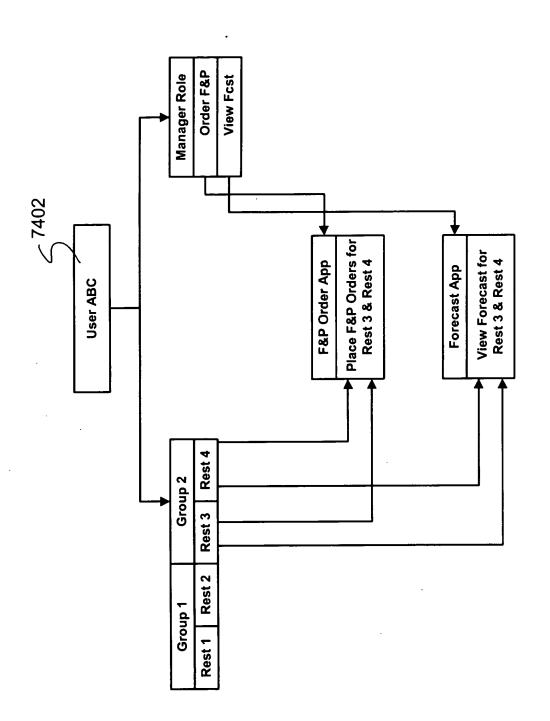


FIG. 74

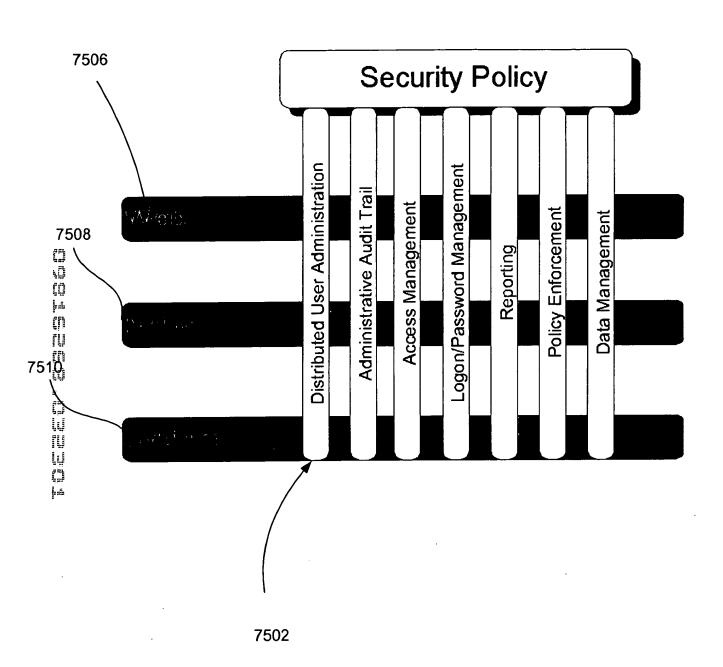


Fig. 75



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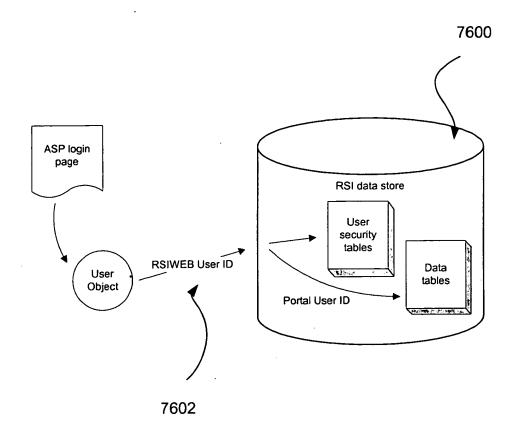


Fig. 76

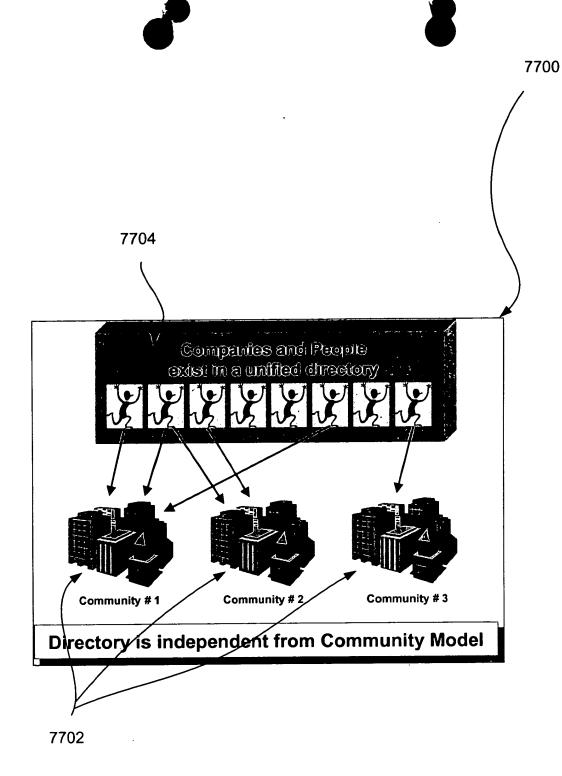


Fig. 77

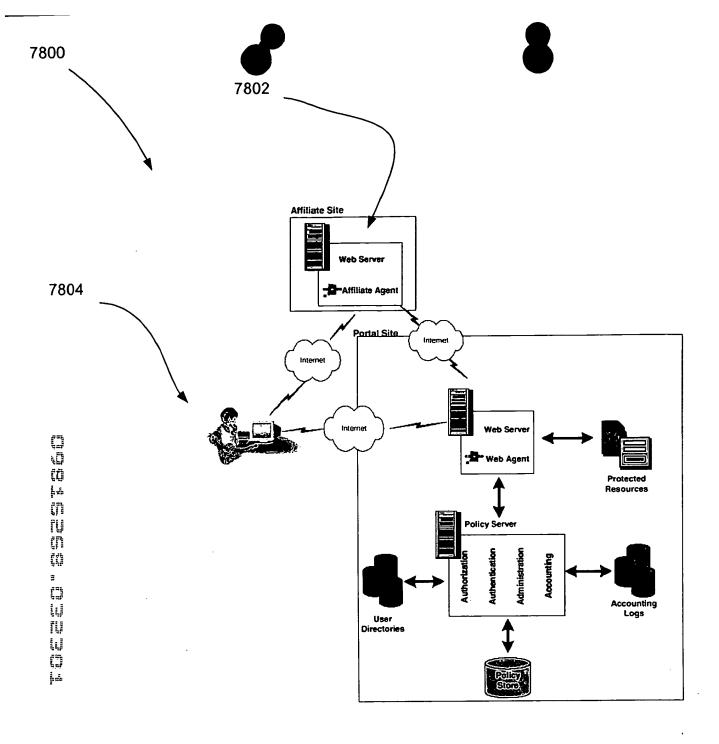
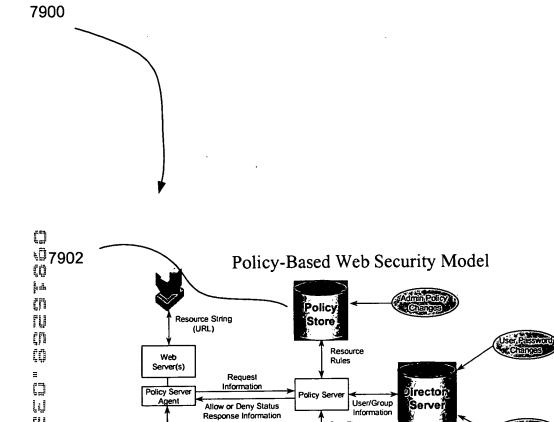


Fig. 78





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Resource

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Fig. 79

Any resource string (URL)

can be protected.

One-Time Password Authentication

Security Dynamic



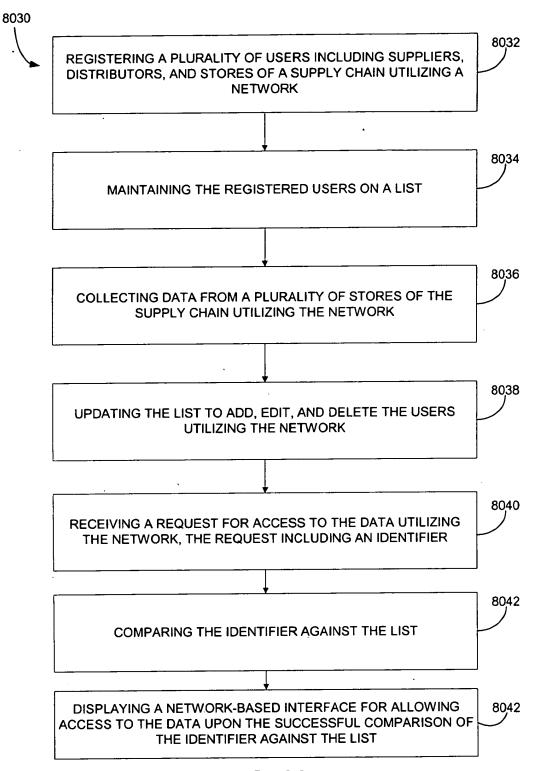


FIG. 80

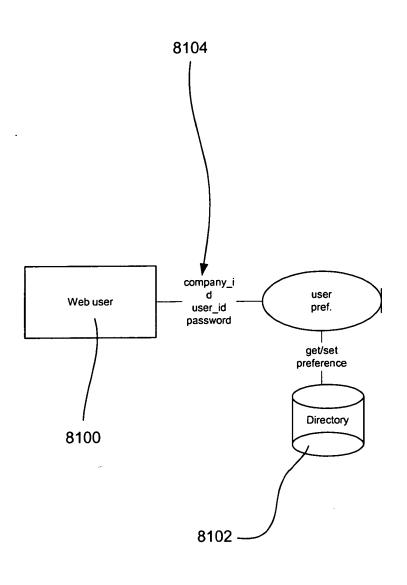


Fig. 81



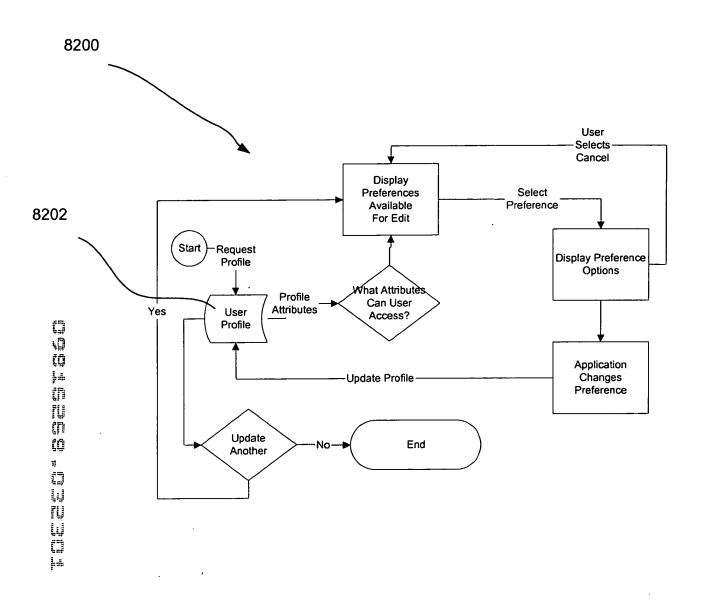


Fig. 82

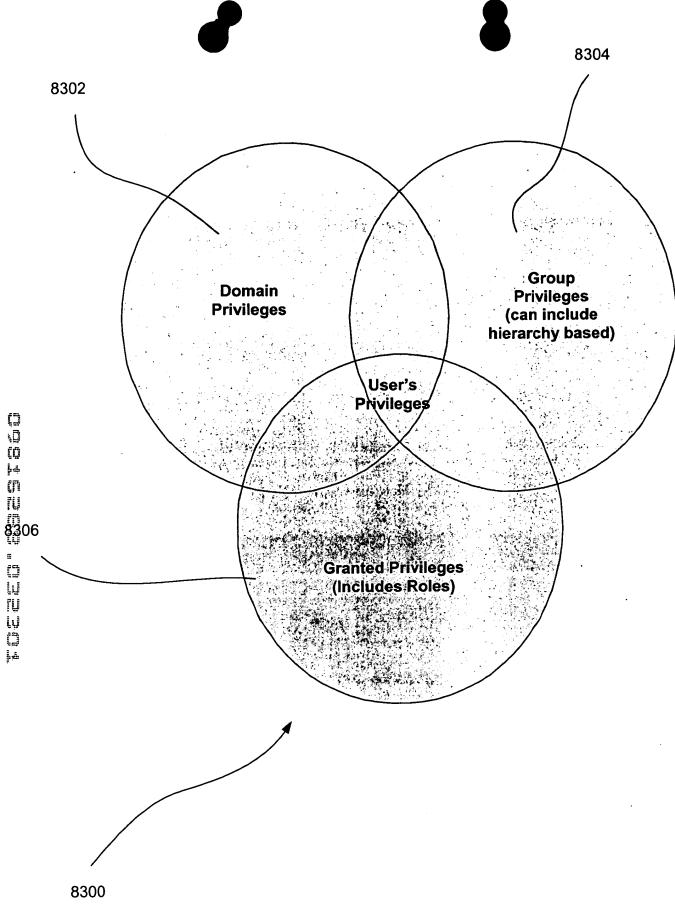


Fig. 83

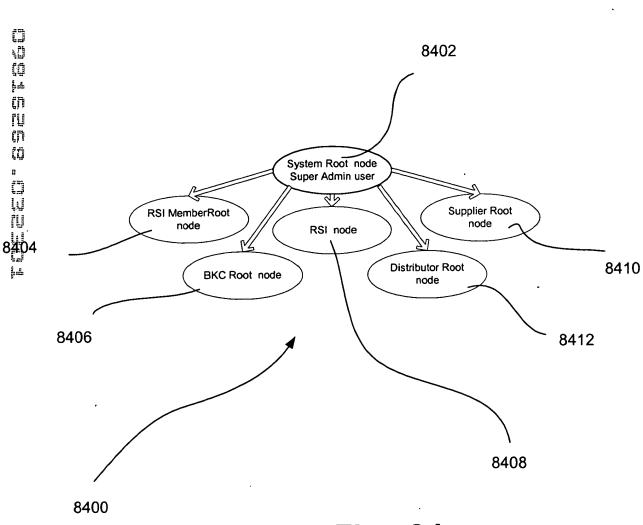


Fig. 84



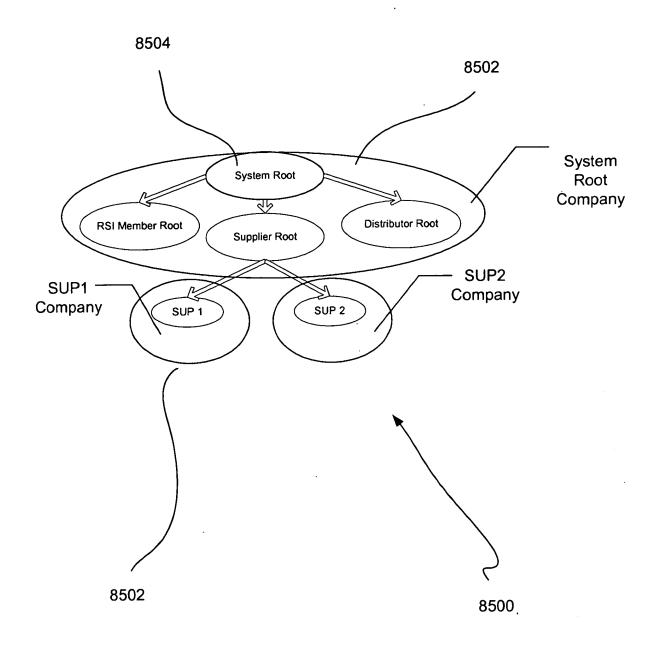


Fig. 85

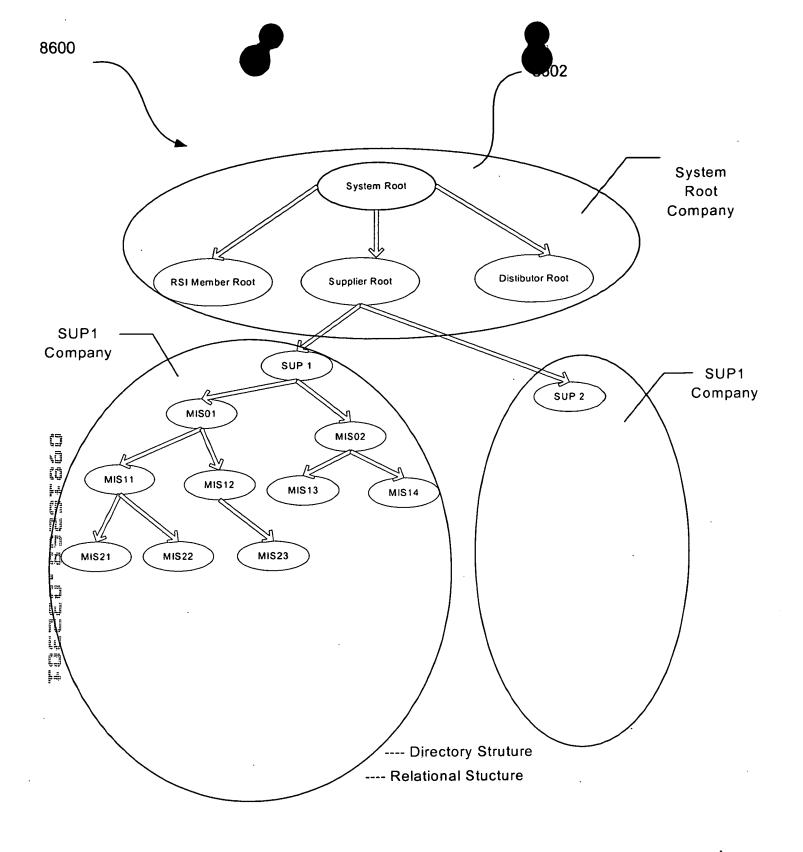


Fig. 86

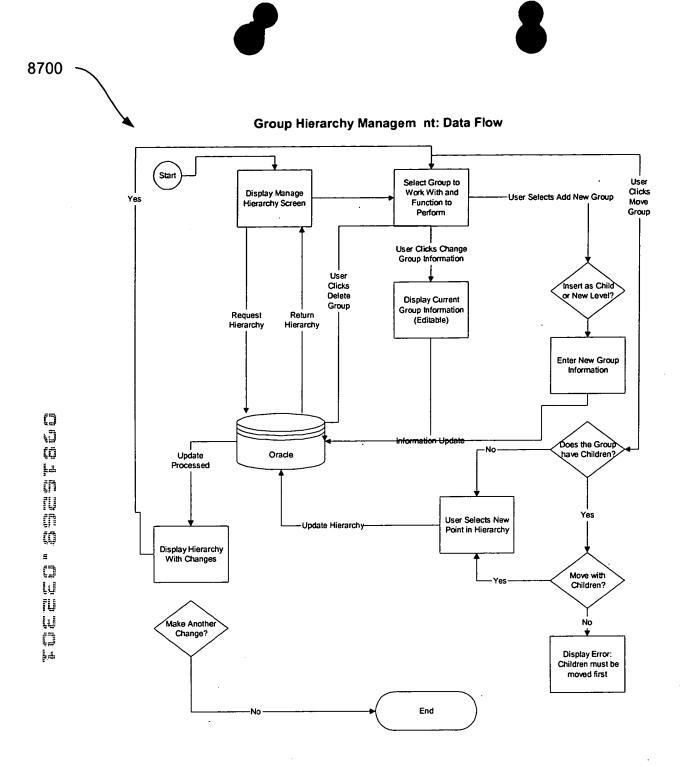


Fig. 87

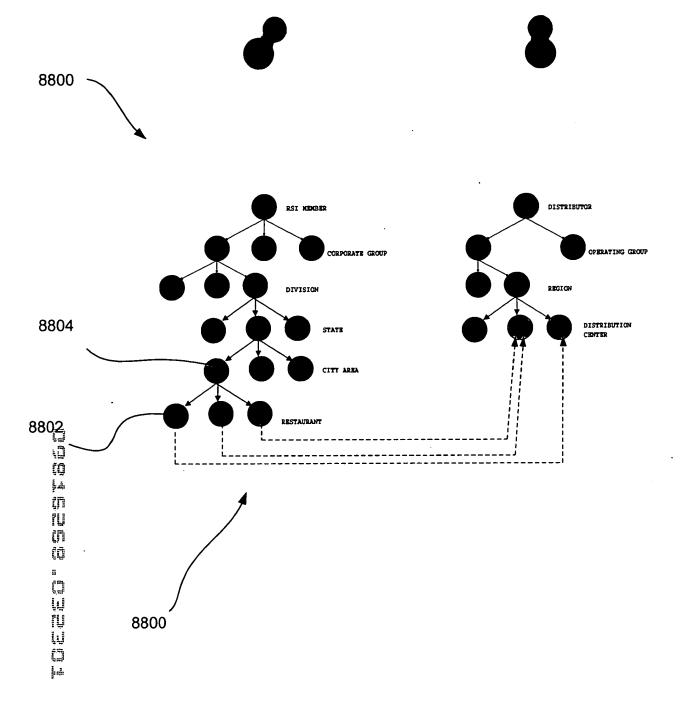


Fig. 88

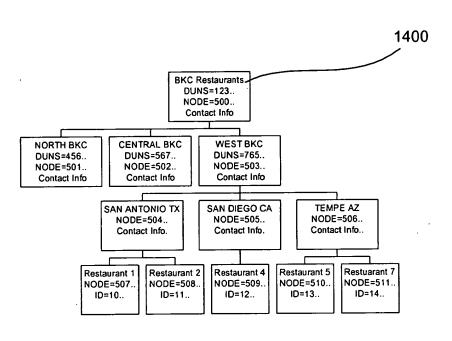


Fig. 89





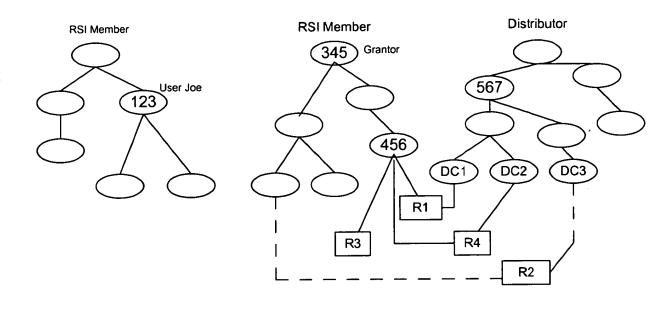


FIG. 90

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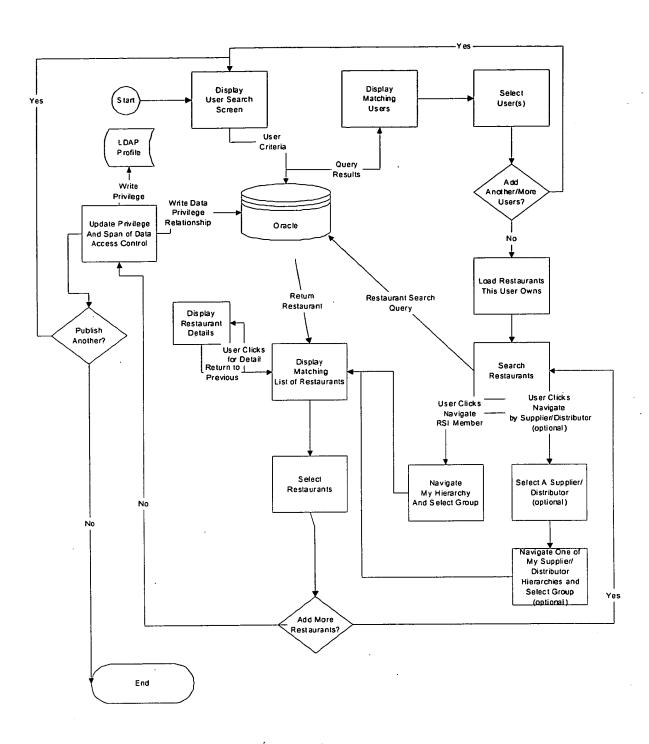


Fig. 91

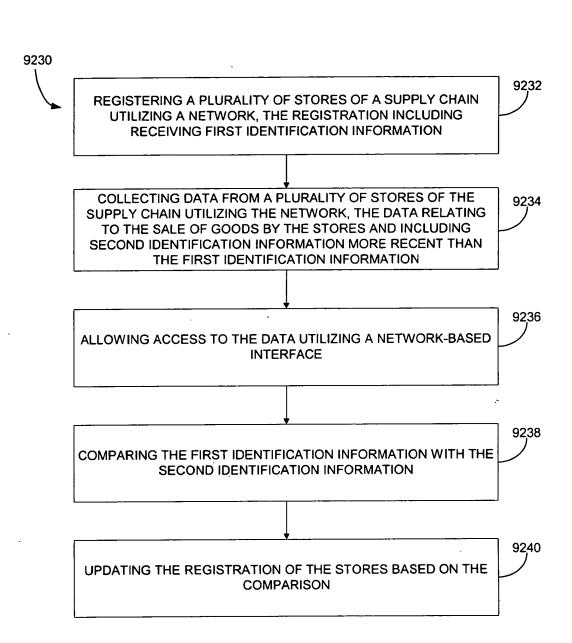


FIG. 92

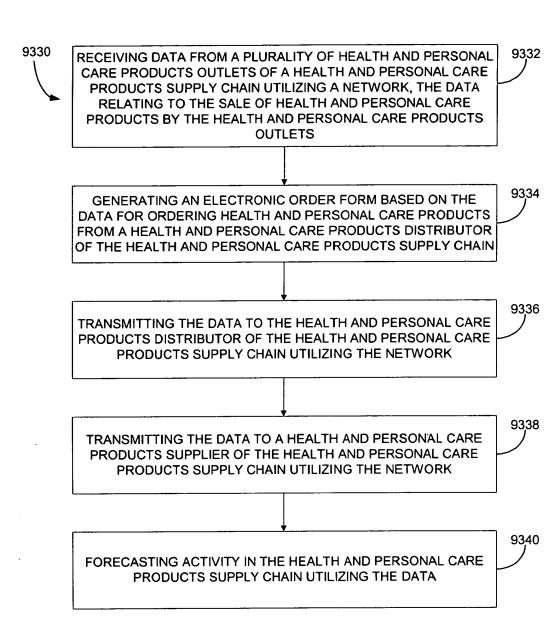


FIG. 93



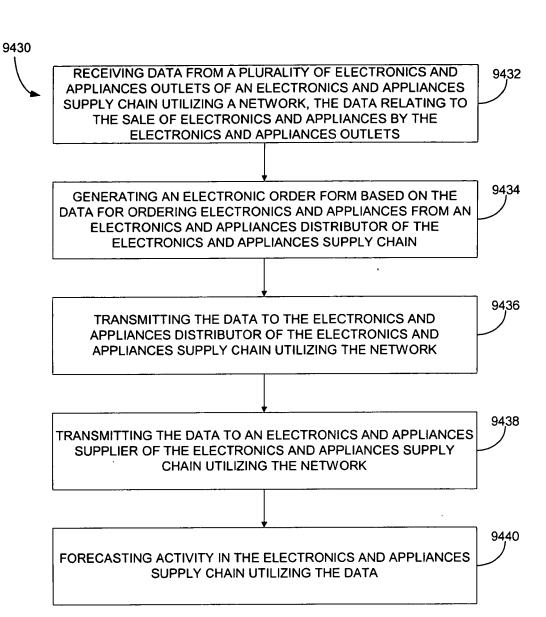


FIG. 94

14





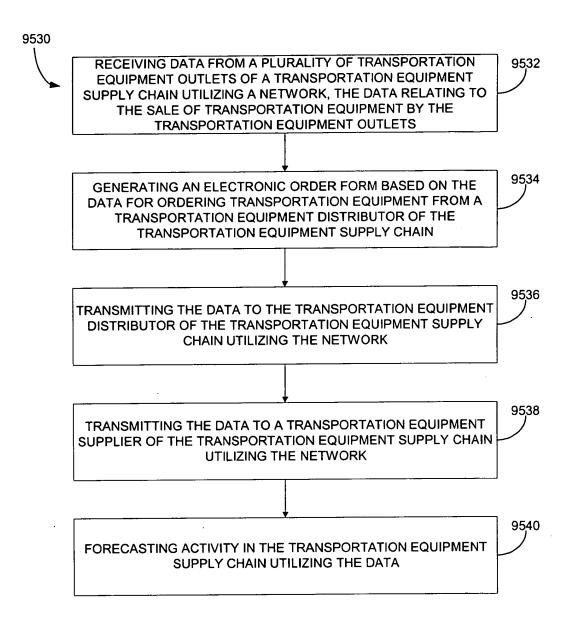


FIG. 95

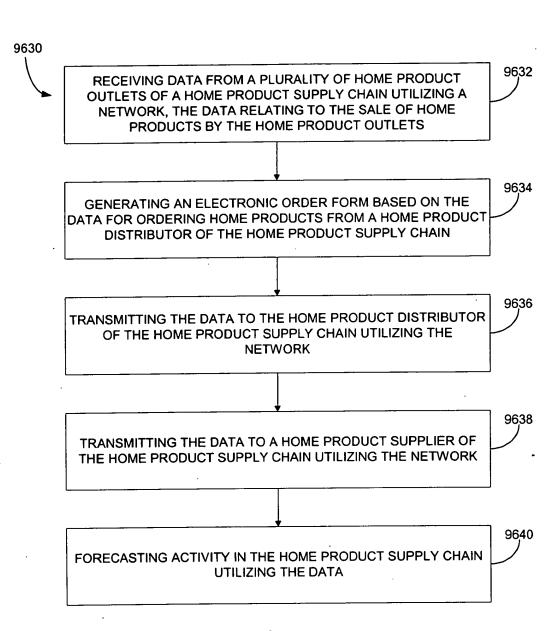


FIG. 96

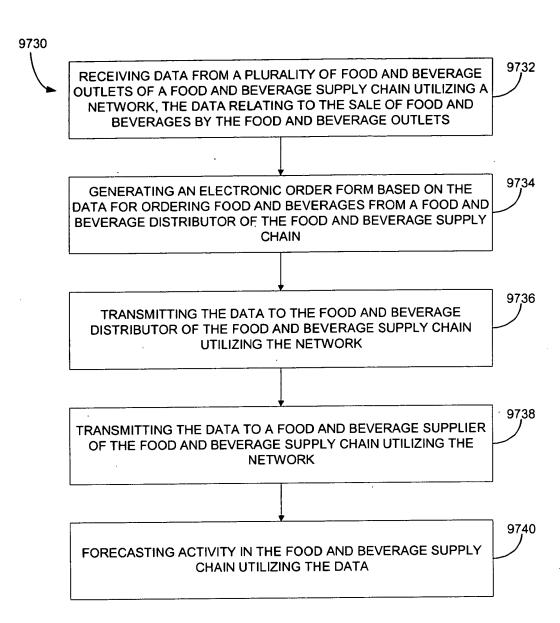


FIG. 97

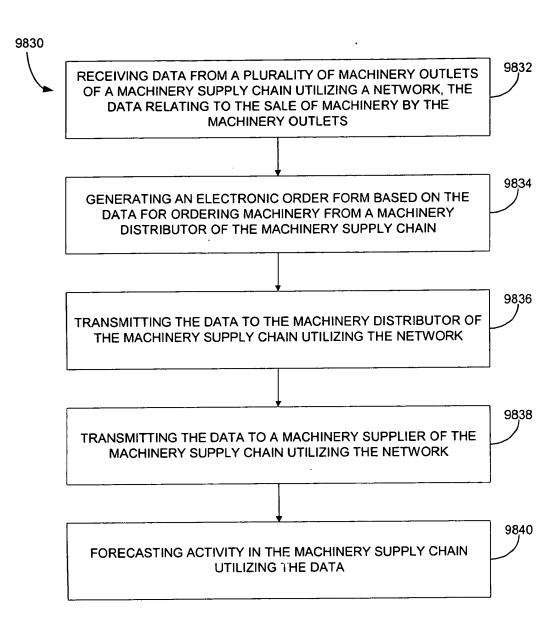


FIG. 98

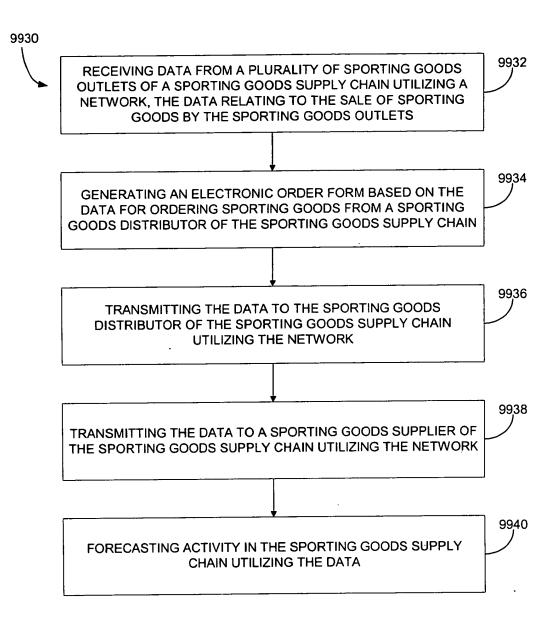


FIG. 99

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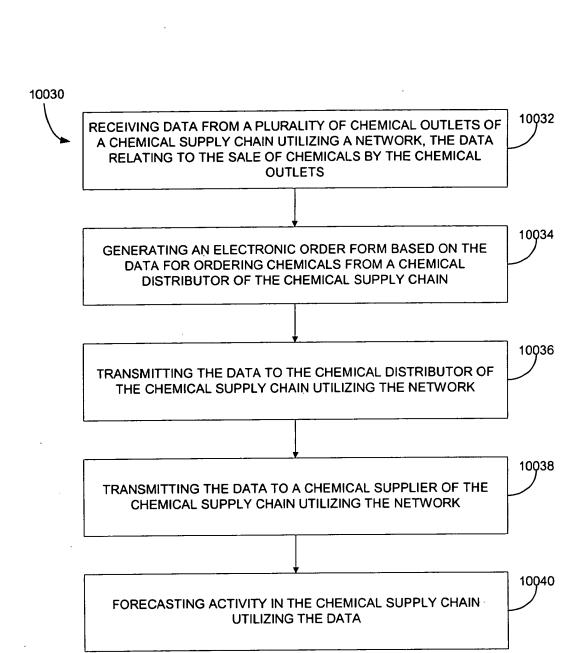


FIG. 100

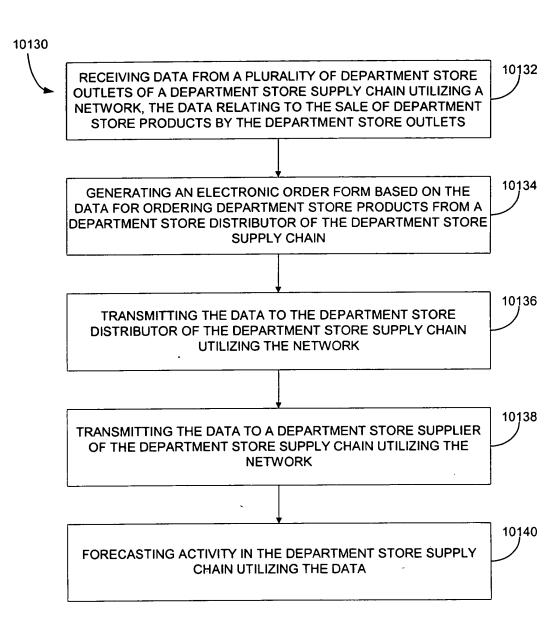


FIG. 101

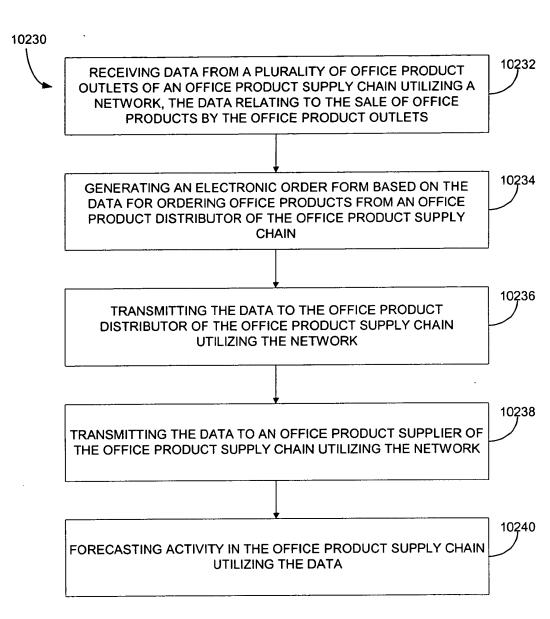


FIG. 102A

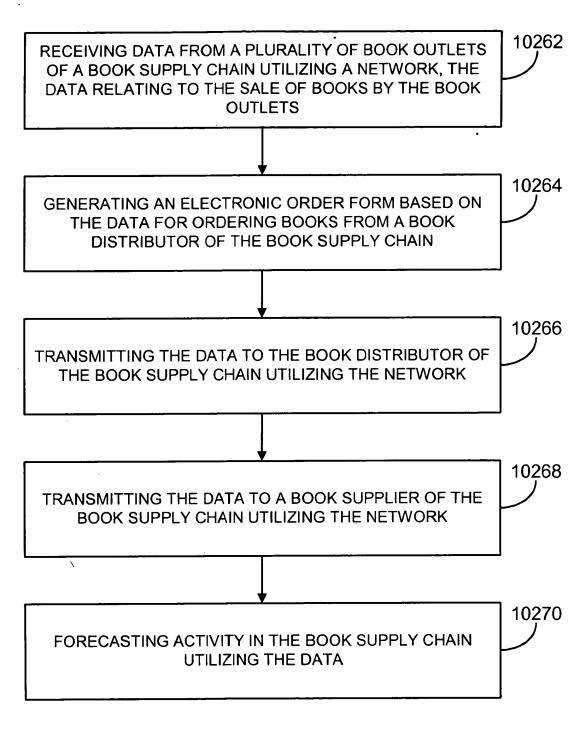


FIG. 102B

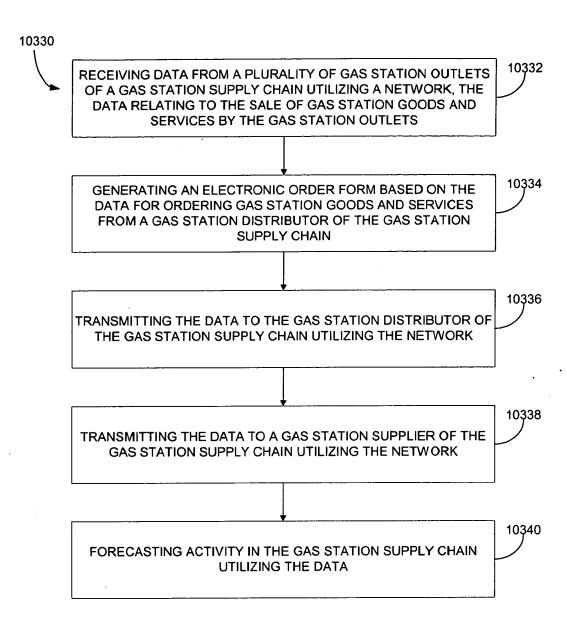


FIG. 103

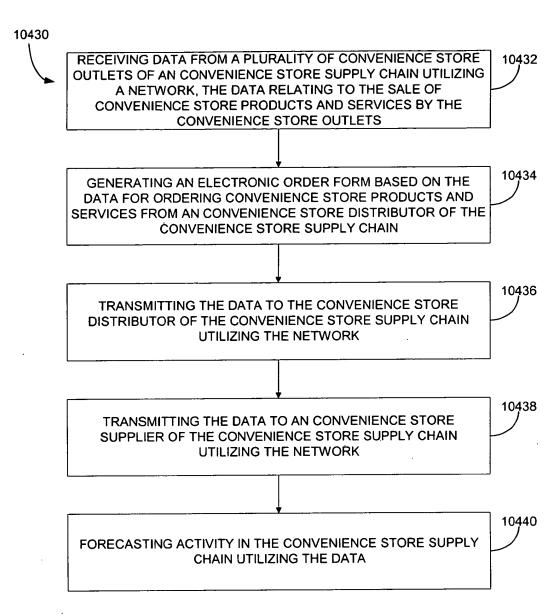


FIG. 104A

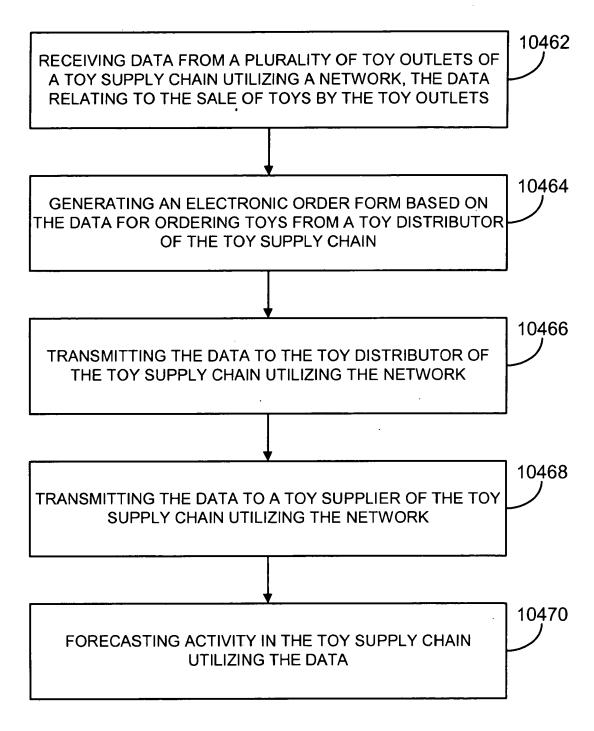


FIG. 104B

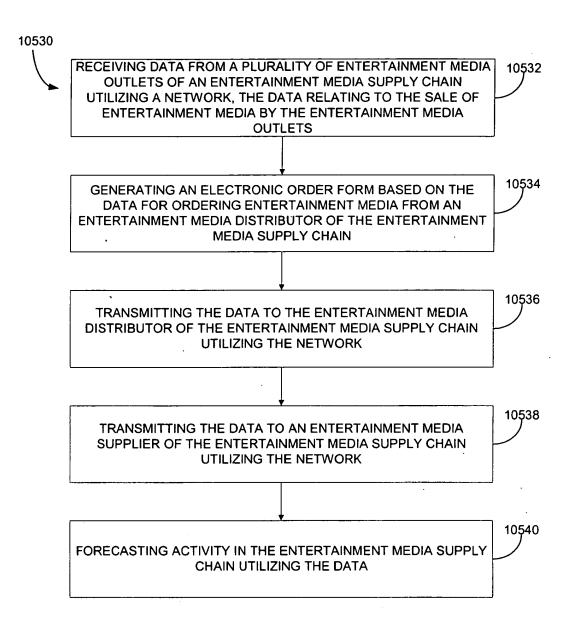


FIG. 105

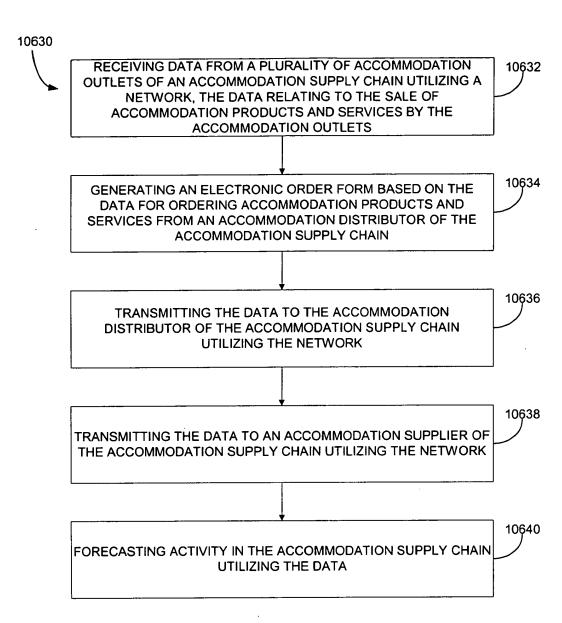


FIG. 106

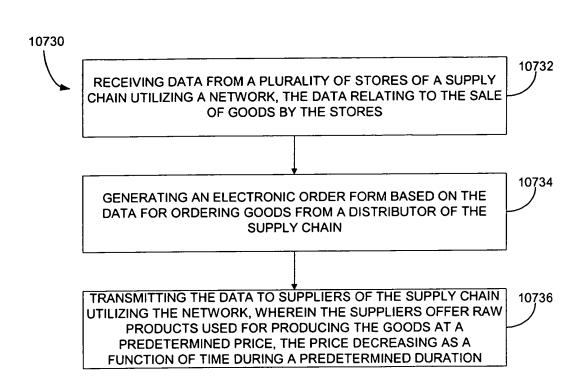


FIG. 107

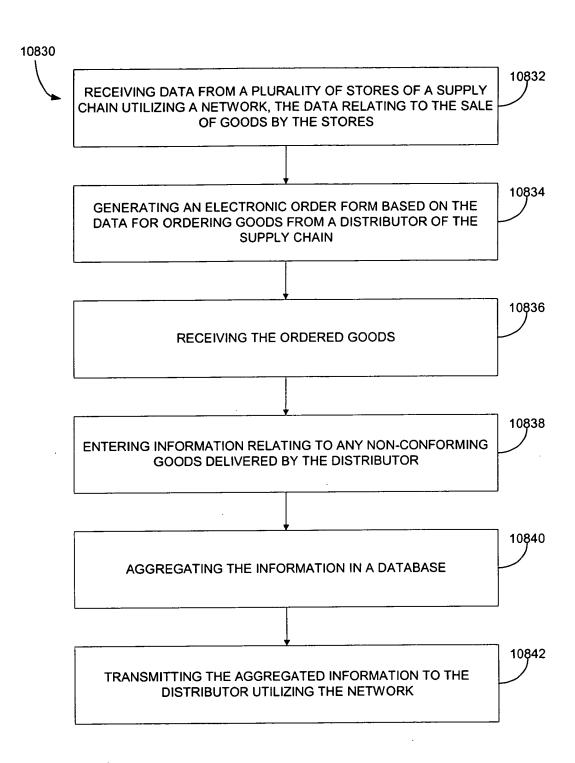


FIG. 108

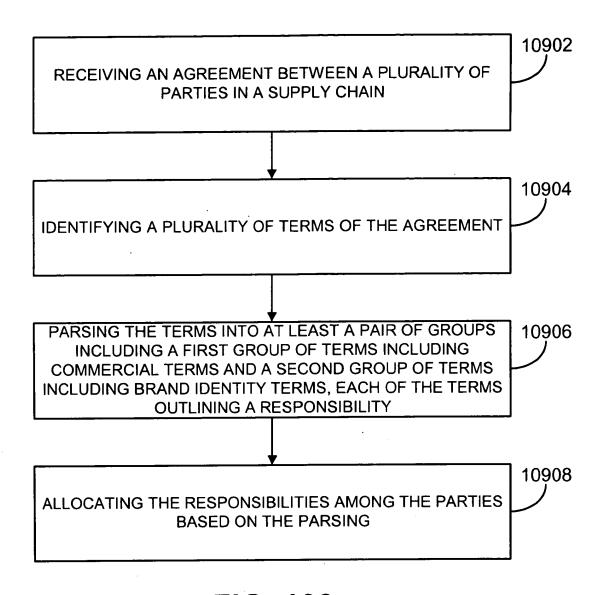


FIG. 109

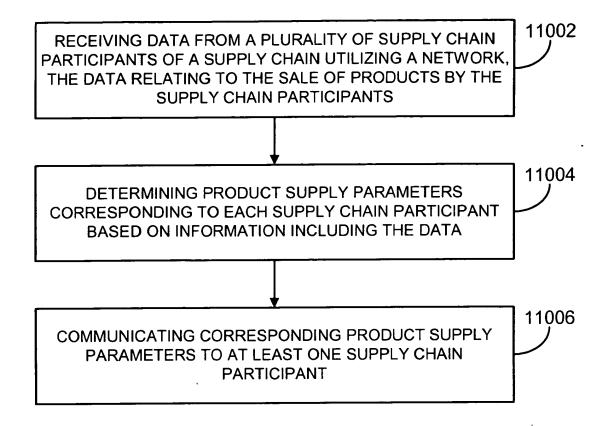


FIG. 110

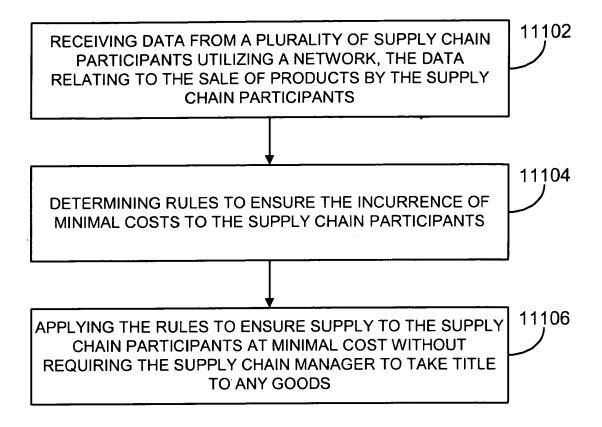


FIG. 111

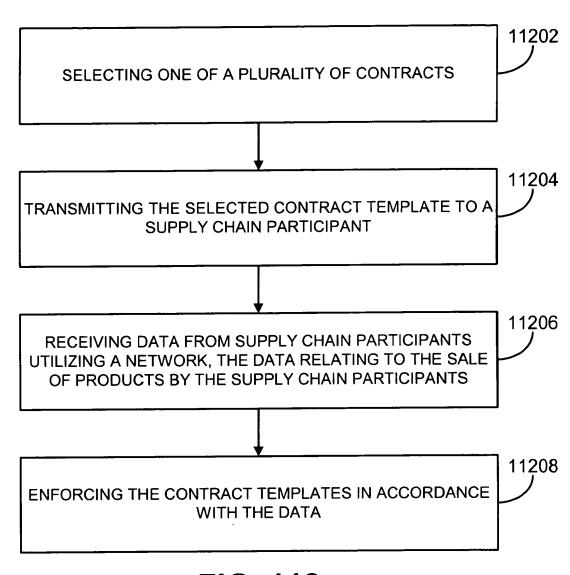


FIG. 112

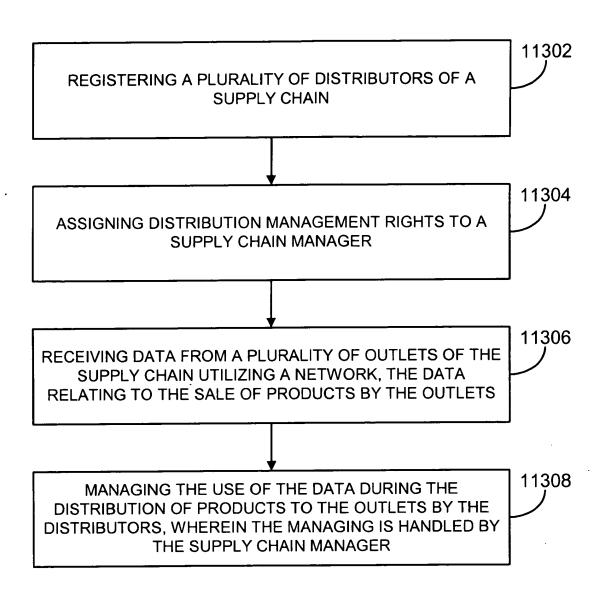


FIG. 113

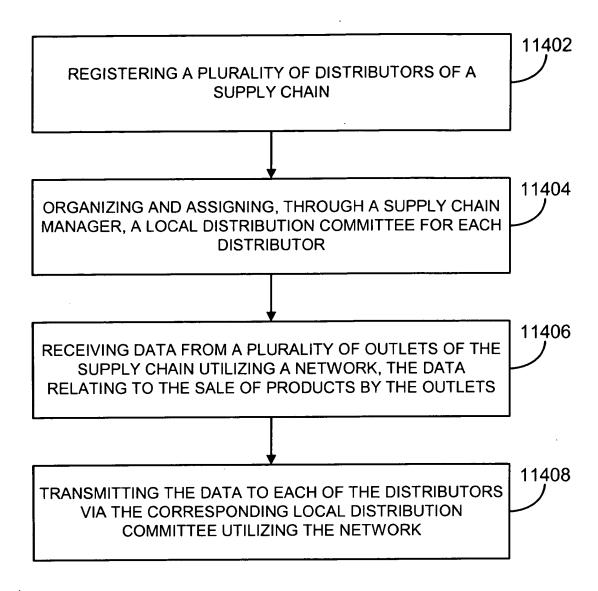


FIG. 114

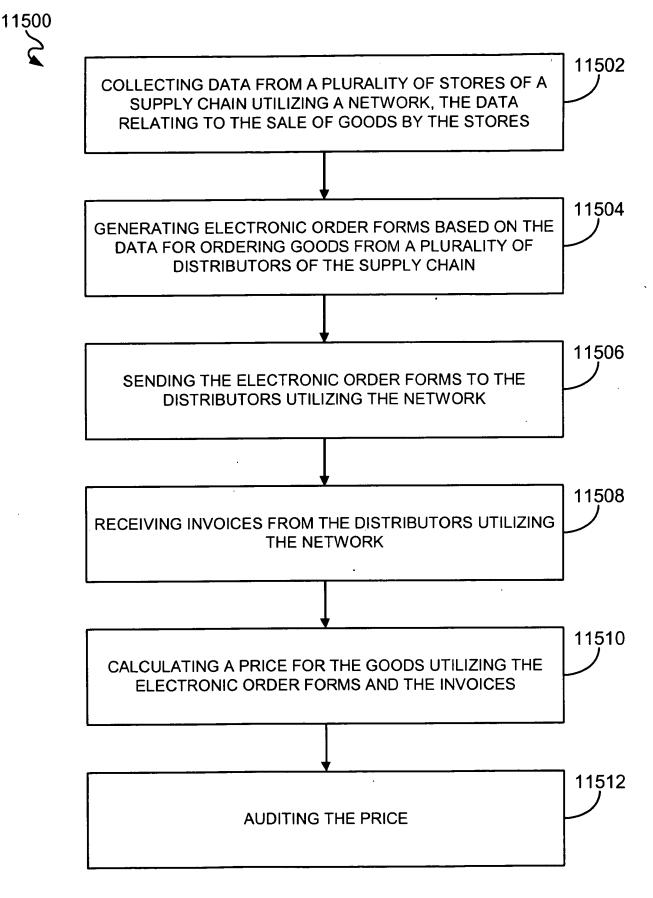


FIG. 115

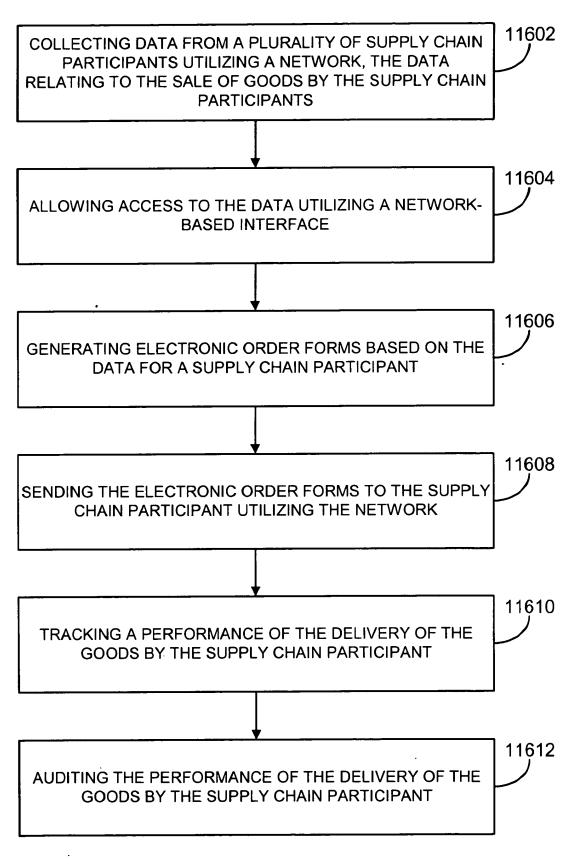


FIG. 116

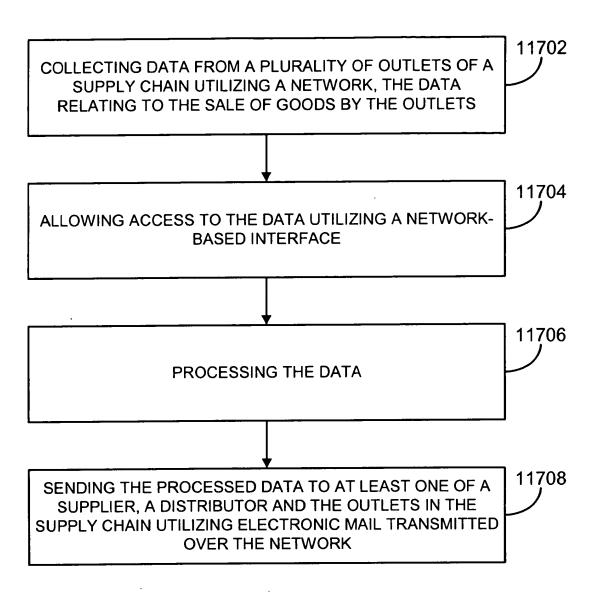


FIG. 117

Ö

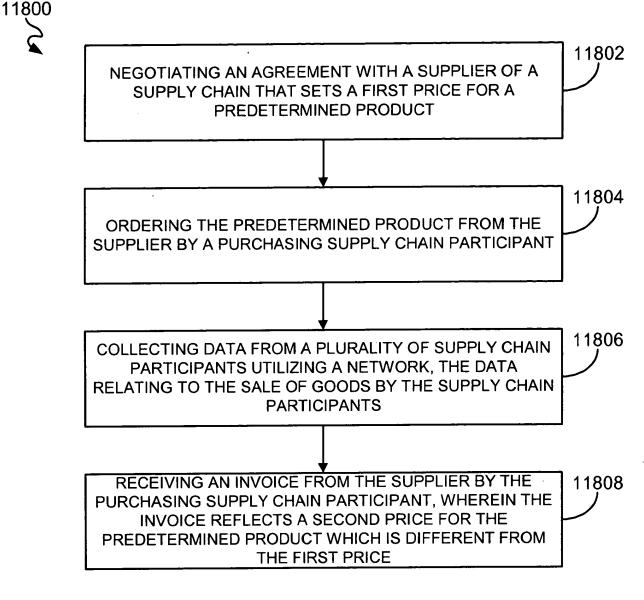


FIG. 118

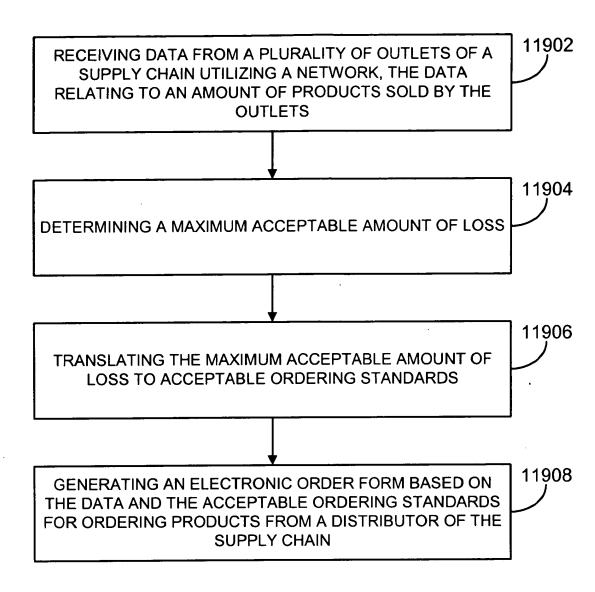


FIG. 119

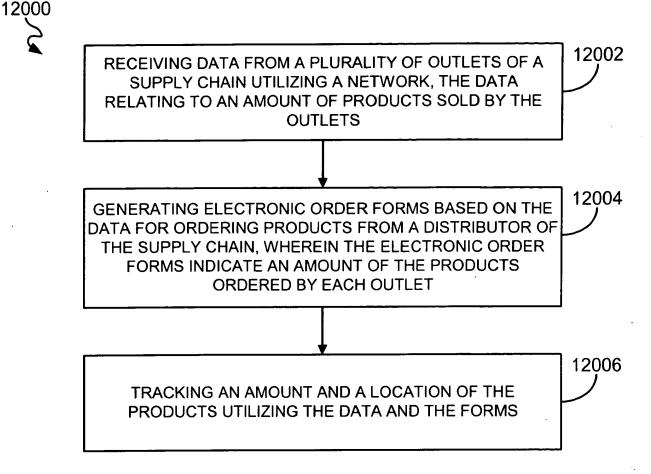


FIG. 120

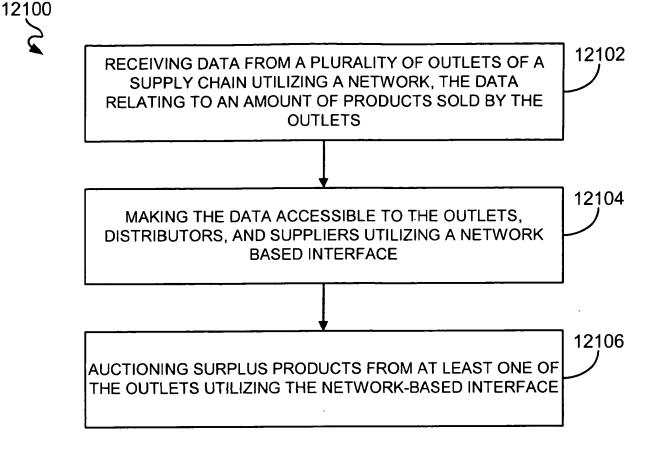


FIG. 121

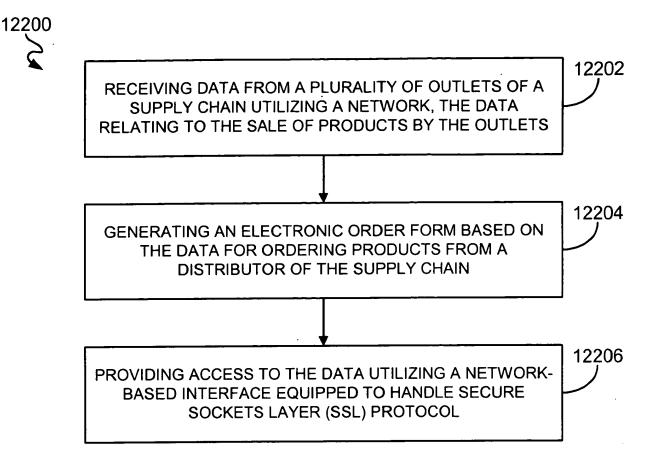


FIG. 122

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Ø

Hall dies dies dies hall



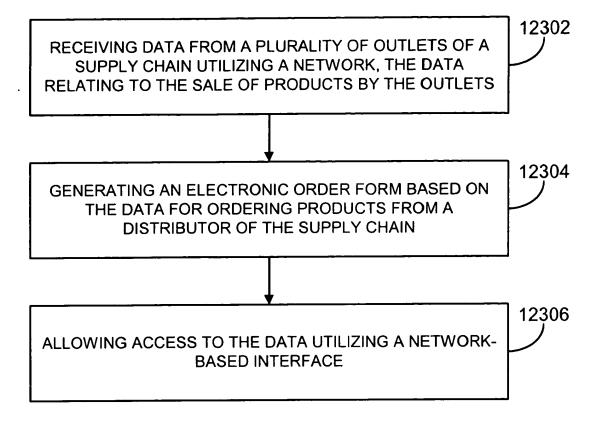


FIG. 123

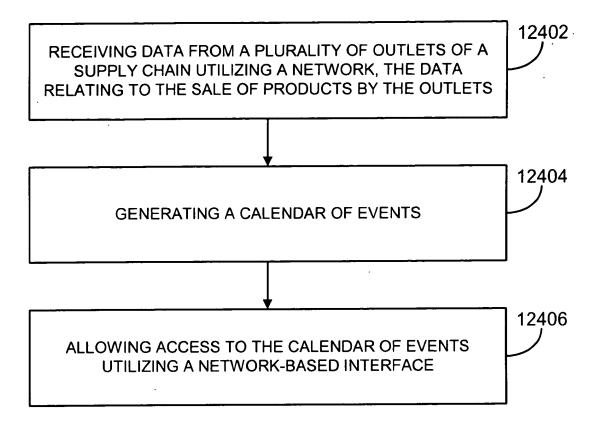


FIG. 124

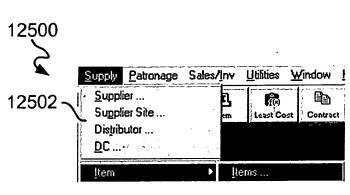


FIG. 125

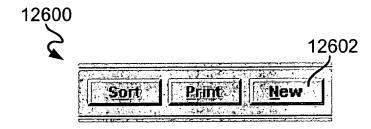


FIG. 126

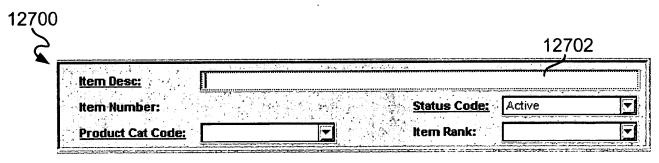


FIG. 127

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed Routing
Bag - Medium	4.85	0.23	5.08 TL
Bag - Large	6.7	0.23	6.93 TL
Biscuits - Frozen	12.33		13.48 TL
Brush - Pot, Long Handle	40.2		42.22 TL
Brush - Pot, Short Handle	24		25.39 TL
Carton - Breakfast	16.59	-	17.69 RDC
Carton - Large Fry	29.91	0.81	30.72 RDC
Carton - Medium Fry	18.92	0.73	19.65 TLMIN

FIG. 128

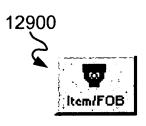


FIG. 129

Supplier Item Desc:)		ktem No:	
Current:	© Yes © No · · · · ·		Tie Qty:	
ttems per Case:	5000		High Qty: × 1	
Innerpack Contents:	5/1000		Cases Per Pallet:	THE STATE OF THE S
ttem Size: 🚺 💛			Stacking Allowed:	
Case Length:			Universal Product Code:	[]
Case Width:			Cases Per Truckload: 🗇	1350
Case Depth:			Net Weight:	39.00
Case Dimension UM:	INCHE(S)		Gross Weight:	39.00
Item Cube:	D.95 CUBIC FEET	, , , ,	Weight UM;	POUND(S)
ttem Shelf Life:]	BarCode:	The state of

FIG. 130

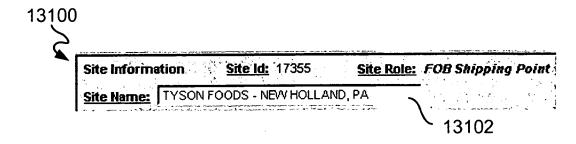


FIG. 131

Site Informat	tion Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active 🔽	Rail Sidings: 🛴

FIG. 132

C

O

M

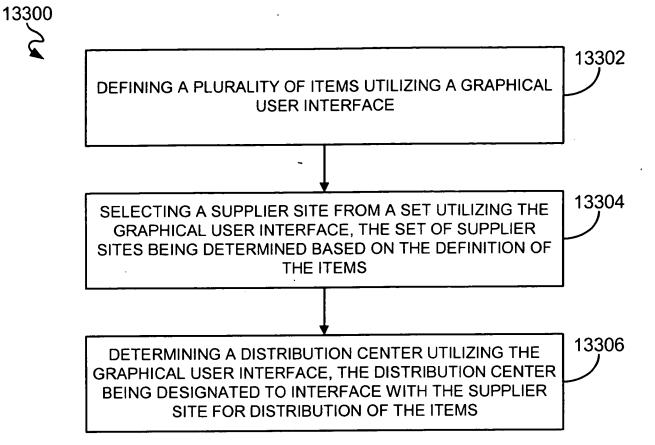


FIG. 133



FIG. 134

13500

TO DC	Supplier FOB Point
	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, N	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB/>	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

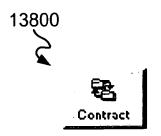


FIG. 138



Min Ordr	· UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

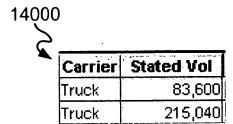


FIG. 140

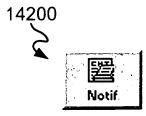


FIG. 142

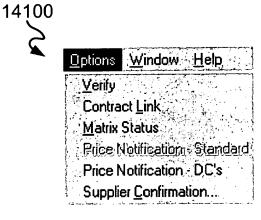


FIG. 141

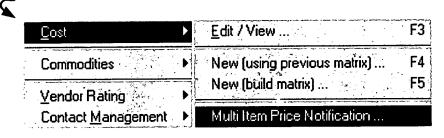


FIG. 143

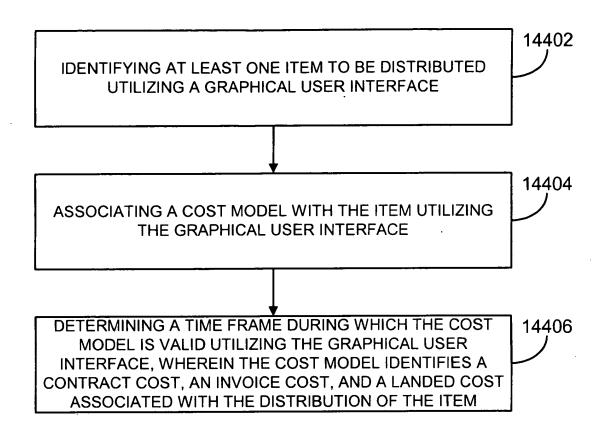


FIG. 144

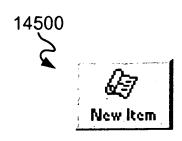


FIG. 145

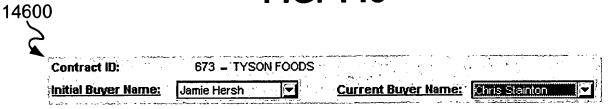


FIG. 146

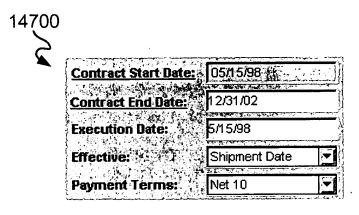
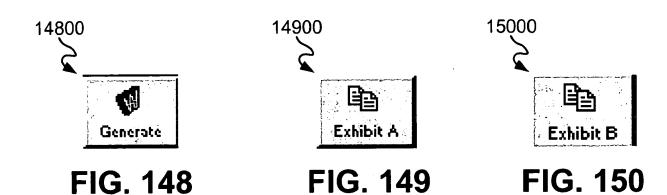


FIG. 147





Select the End Dates to Use on the Exhibit								
ltem Description	Cost Matrix End Date	Contract End Date	No End Date					
BEEF - 77%	C 8/1/98	€ 2/24/08	No Date					
BEEF-WHOPPER 4.0 OZ	C 8/1/98	? 2/24/08	ONo Date					
BEEF-WHOPPER JR. 2.8 OZ.	C 8M /98	© 2/24/08	ONo Date					

FIG. 151









FIG. 153

He had the free free free

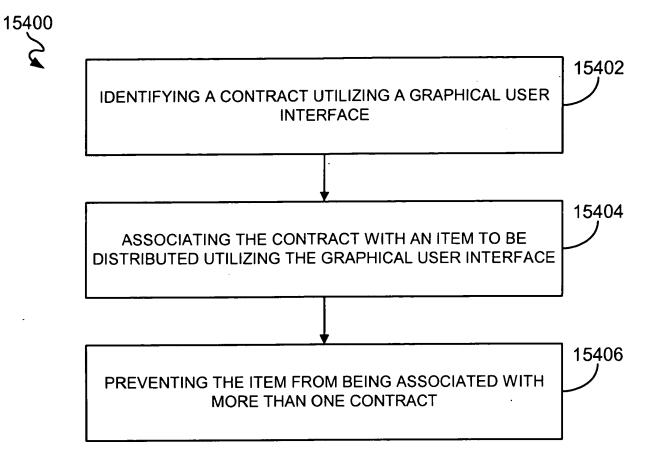


FIG. 154

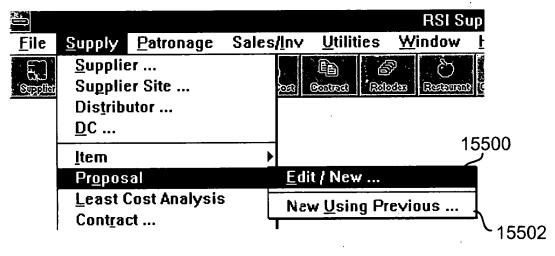


FIG. 155

0		Proposa	I - Fo	am Hot Cı	ips & Polys	styrene l	Lids	5	7
Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid	
Proposal Information Proposal ID: 1021					Propos	al Due Date:	06/12/97	5.4	
Propos	al Name	⊭ Foam Hot C	ups & F	olystyrene L	ids	Contract	Begin Date:	07/01/97	
Buy	er Name	Dennis Clat	by			Contra	ict End Date:	06/30/98	
Actions # Date:	А	ction Descrip	rtion:						
1 05/28/	97 S	ent this bid to I	Dart an	d also sent a	request for in	formation to	o WinCup.		
			عسنتين	201					

FIG. 156



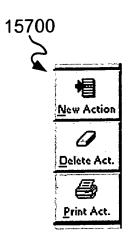


FIG. 157

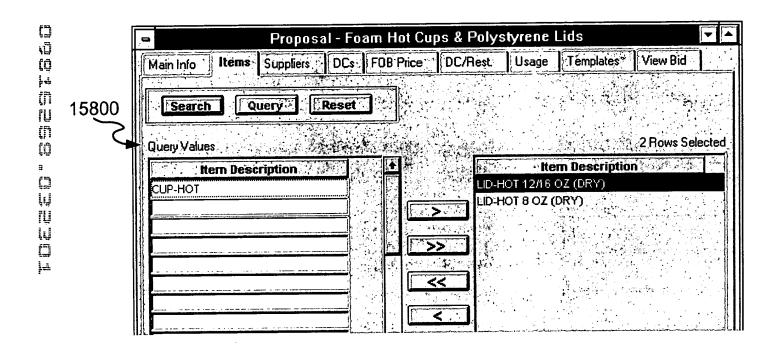


FIG. 158

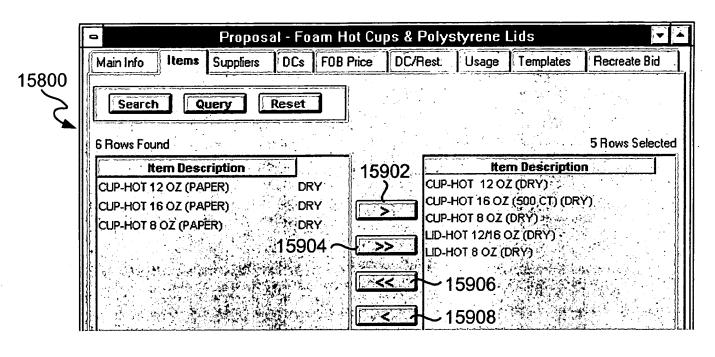


FIG. 159

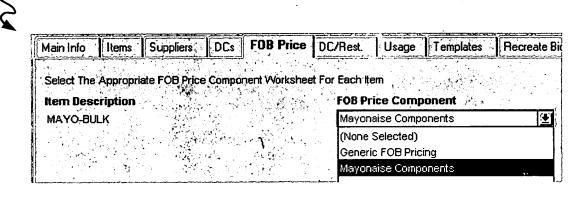


FIG. 160

Iten	n ,		Growth	% Gros	s Wgt.	tem Cube	Contract Perio	ď
CHICKEN-BK BROILER			5.00	%	32	1.26	09/01/97 to 12/31	/97
CHICKEN-PATTY	100000000000000000000000000000000000000		7.00	%	37.00	1.09		•
CHICKEN-TENDERS			0.00	%	25.00	1.06		:
Distribution Center	Previous Case Usage		ected Count	Covg. Factor	Avg. #	DC/Item Growth	1: 1	1
POST-ALBUQUERQ	576	-	30	99.34%	6.0	3 5.00%	755	
POST-DENVER	833		39	99.05%	6.6	5.00%	1,083	- }-
POST-SALT LAKE	/ ∶116		2	80.00%	5.4	6 5.00%	37	

FIG. 161

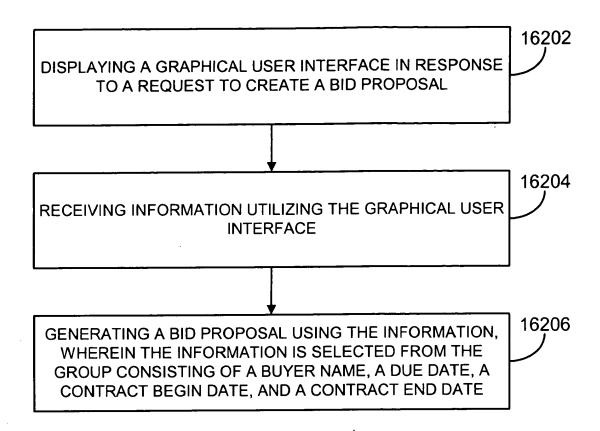


FIG. 162

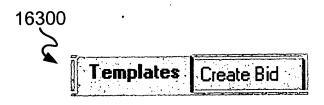


FIG. 163

	Supply	MS	Editable
		Word	Y/N
Bid Proposal Cover Letter	1 . 44	?	Y
General Terms and Conditions		?	N.
Usage Estimates	. 19		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement		?	N
BK Specification Request		?	N
FOB Price Component		9	\mathbf{Y}^{-1}
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

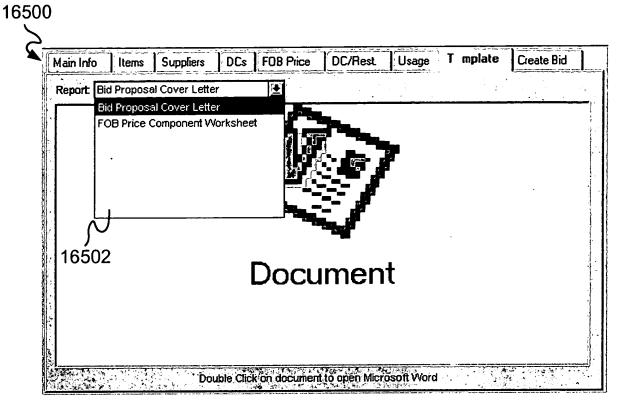


FIG. 165

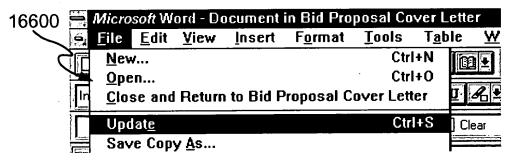


FIG. 166





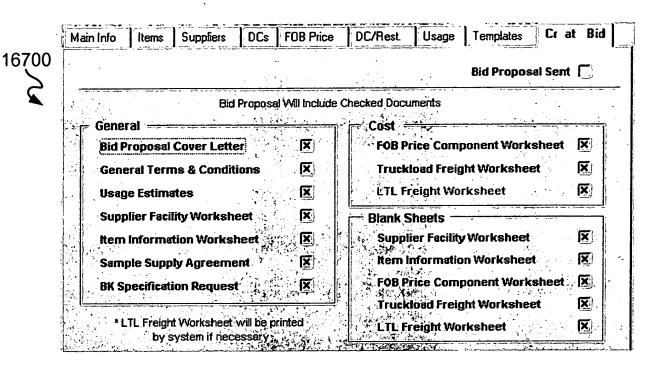


FIG. 167

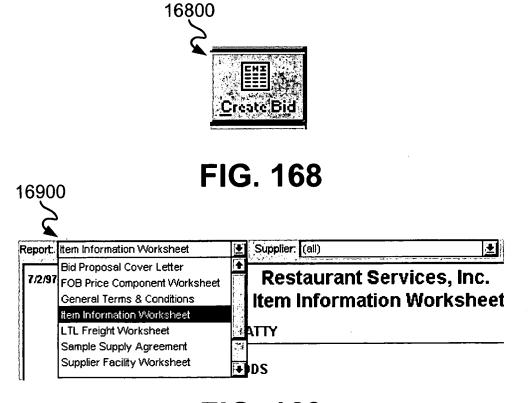


FIG. 169

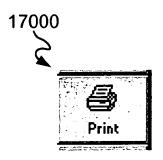


FIG. 170

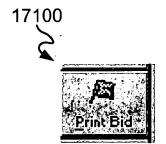


FIG. 171

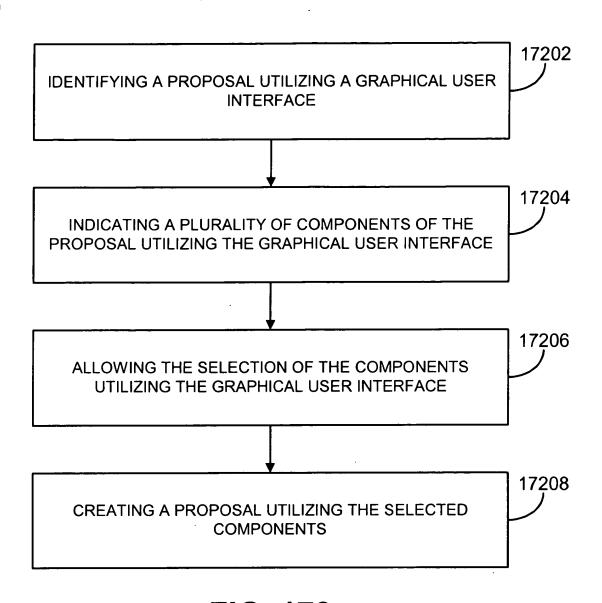


FIG. 172

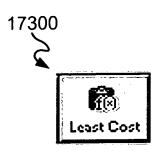


FIG. 173

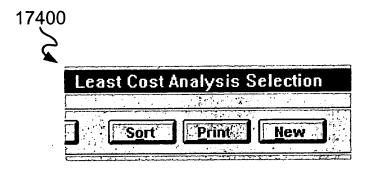


FIG. 174

Supply Patronage Sales	/Inv	<u>U</u> tiliti	es <u>W</u>	/indow	<u>H</u> elp	
<u>S</u> upplier Sugplier Site) jost	Contract	ති Rolodex	Restaurant	Owner/Org.	Member
Dis <u>t</u> ributor DC						
ltem Proposal						
<u>L</u> east Cost Analysis	E	dit / Viev	¥		Ctrl+Sh	ift+Z
Contract	N	ew (Usir	ig Prev	ious)	1 - 1	

FIG. 175

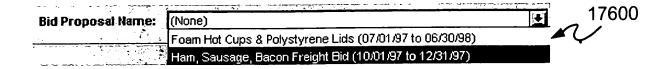


FIG. 176

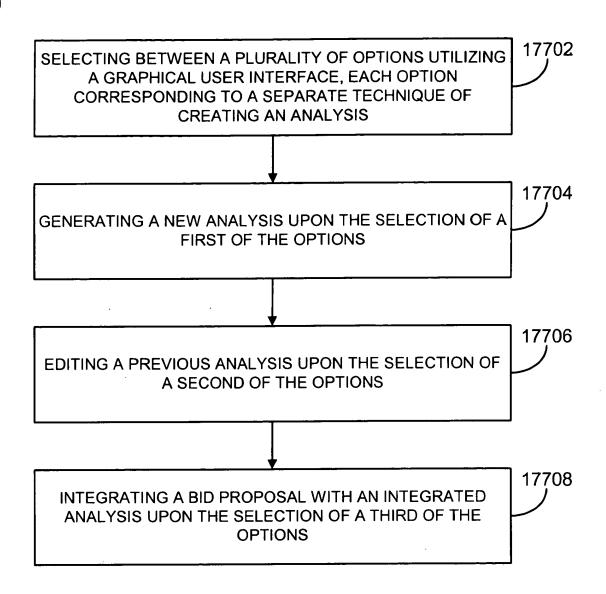


FIG. 177

200	
300	
$\boldsymbol{\zeta}$	
Analysis Name:	Hash Brown Actual
Analysis ID:	1036
Buyer:	Dennis Clabby
Period of Agreement:	10/1/97 THRU 9/30/98
	CASE(S)

FIG. 178

Version (1) of (9)

What is the max # of FOB points to allocate to each DC?

What is pricing method for this version?

What is the RSI Invoice FOB Upcharge (Downcharge)?

Override RDC Truckload Validation?

Solution Strategy: Standard Last Revision: 9/15/97.1:04 PM

FIG. 179

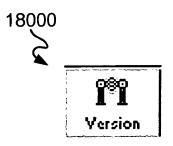


FIG. 180

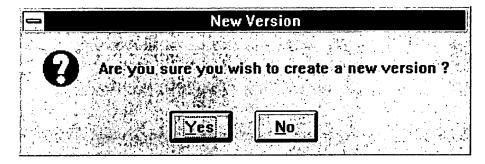


FIG. 181

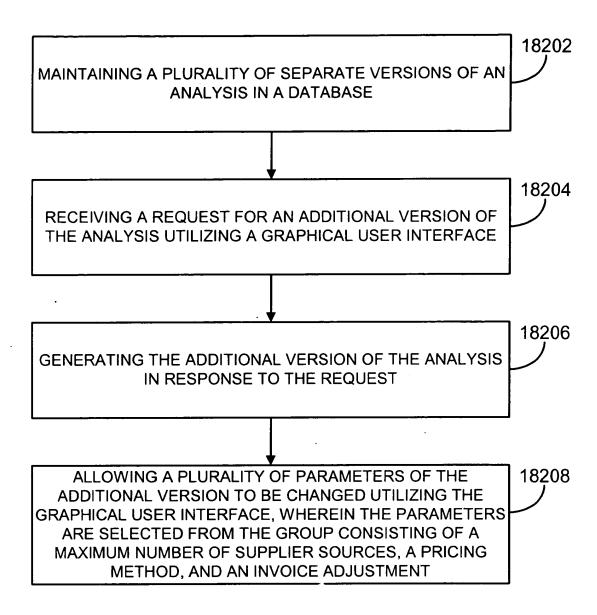
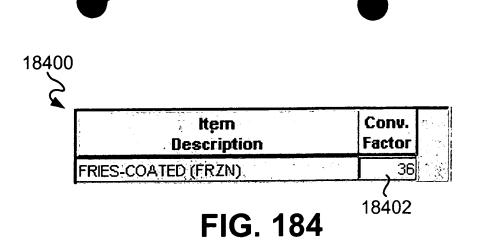


FIG. 182

Search	Query Reset			
Query Values			t	7 Rows Selected
	Supplier FOB	•		Supplier FOB
DOP				DOPACO-DOWNINGTOWN, PA
				DOPACO-KINSTON, NC
			<u> </u>	DOPACO-ST. CHARLES, IL
				DOPACO-STOCKTON, CA
		اا ال	>> \	IMPERIAL BONDWARE-SHELBYVIL IL

FIG. 183



the and the training of the

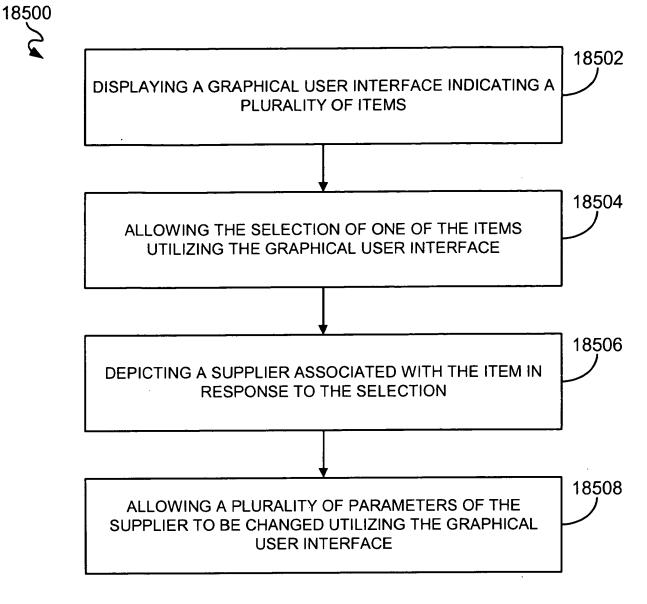


FIG. 185

item Description	Supplier FOB	<u>.</u>
CUP-COLD 16 OZ	DOPACO-DOWNINGTOWN, PA	
CUP-COLD 22 OZ CUP-COLD 32 OZ	DOPACO-DOWNINGTOWN, PA	
Supplier Item Desc: 16 OZ COLD CUP	ttem No:	CP2942
Items per Case:	Tie Qty:	5
Innerpack Contents: 1200	High Qty:	5
Item Size:	Cases Per Pallet:	The state of the s
Item Shelf Life:	## 10 SPC : 어떤 이 1000는 100 SPC : SPC # 10 EP	Yes O No
Case Length: 22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width: 15.125	Cases Per Truckload:	769
Case Depth: 17.75	Gross Weight:	29.28 POUND(S)
Case U/M INCHE(S)	Net Weight:	27.28 POUND(S)

FIG. 186

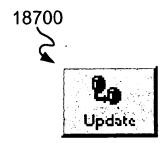


FIG. 187

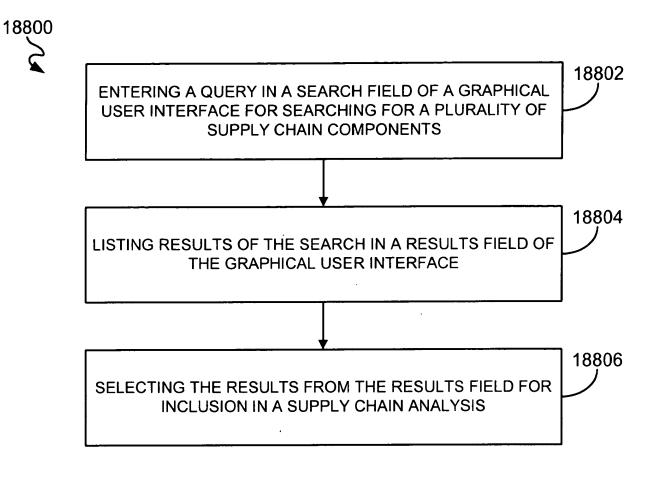


FIG. 188



Supplier T	erms	SLP/P	LT	Minimum	Maximum	Include] 2
CAVENDISH FARMS	\mathfrak{D}	Pallet	1		-	● Yes ○ No	\mathbb{L}
J.R. SIMPLOT COMPANY	€	Pallet	U			Yes O No	7
LAMB-WESTON, INC.	(5	Pallet	FI	200,000,000		🔯 Yes 💽 No	
Supplier FOI				Minimum	Maximum	Include	1.
LAMB-WESTON, INCPASCO, WA				90,000,000		Yes O No	7
LAMB-WESTON, INCRICHLAND W				0	55,000,000	Yes O No	7
LAMB-WESTON, INCAMERICAN F	01.1.0.10			90,000,000	110 000 000	Yes O No	7

FIG. 189

Supplier	rms SI	PP	ĹŦ	Minimum	Maximum		Include	3
MCCAIN FOODS	₽ Ps					0	Yes 🔲 No	
NESTLE FOOD COMPANY	⊉ Pa	illet	四			0	Yes O No.	
ORE-IDA ECODS	 Pa	illet	Ð	225,000,000		()	Yes 🔘 No	
A CONTRACTOR OF THE PROPERTY OF THE PARTY OF	10 45 WE 10 TO	7 6 8	क्राम्ह		AND THE STREET	70.	ASSENTAGE OF THE	الجند
Supplier FOB	- w	7.7	6-1	Minimum	Maximum	ેં કે .*.¢	Include	157
MCCAIN FOODS, LTD. PRINCE EDW	ARD ISLAND	***		18,000,000	30,000,000	O	Yes 🔘 No] }
MCCAIN FOODS LTD PORTAGE LE	PRAIRIE 🔆		100	45,000,000	50,000,000	0	Yes 🔘 No] .
MCCAIN FOODS, INC-OTHELLO, WA	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1		3.34	27,000,000	132,000,000	0	Yes 🔘 No	· 1

FIG. 190

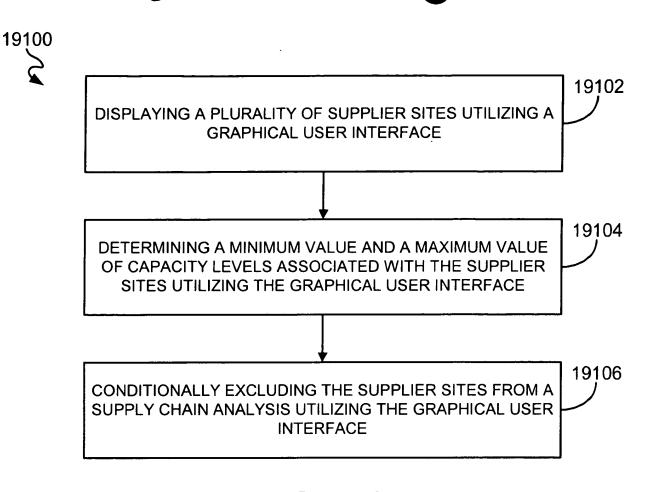


FIG. 191

Supplier	#	Volume		•	٠.		
HUDSON INDUSTRIES	0						
INTERNATIONAL DIVERSEFOODS 👯 🐇	- 0	14.55	k	*			1000
SUPERIOR COFFEE & FOODS (***********************************	0						
No. of the state o		4					
Supplier FOB	V8.	ltem 🦠		Cont FOB	#	Volume	5,000
HUDSON INDUSTRIES, TROY AL.	МАҮО-В	ULK. (\	, ₁	8.4200	0	1 1 2 2	
HUDSON INDUSTRIES-TROY AL	SAUCE-E	ULK-TARTAR	₹ **••	9.2300	0	2011 1997	

FIG. 192



Supplier	#	Volume	影響音	<		<u>;</u> c . [+
SSI FOOD SERVICES	0			`		
TEXAS AMERICAN FOOD SERVICE	0		_			
WHITEFORD FOODS	0					•
Supplier FOB		Item		Cont FOB	# Volume	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77	%		1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77	%		1.0016	1 2,090,000	<u> </u>
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77	%		1.0010	2 2,508,000	0

FIG. 193

Supplier	** ** V	olume :	EVs.	2.20		
VENTURA FOODS	0.	いで内で発			5.13	14 5
VENTURA FOODS	1	100,000				
						1 1 1 2
Supplier,FOB		Item 💨 🚓 🔆	Cont FOB	# V	olume	j., .
VENTURA FOODS-CHAMBERSBURG PA			3 5 8.9400	0	WALK .	
VENTURA FOODS-CHAMBERSBURG PA	MAYO-BULK		8.8400	110	· Andrew	
VENTURA FOODS-CHAMBERSBURG PA	SAUCE-BULK	(-TARTAR.* 🧢	9.5100	0 :	gyisski i	:
VENTURA FOODS-CHÄMBERSBURG PA	SAUCE-BULK	(-TARTAR	9.4100	1 3	54 Y	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK		9.1200	0	g Sek	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK		9.0200	1	, <u>Ş</u>	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK	(-TARTAR : 🐇	9.5800	0		
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK	C-TARTAR	9.4800	1 %	\$ \$ 3. E	

FIG. 194



ttem Description	Supplier FOB						
FRIES-COATED	CAVENDISH-PRI	VCE E	DWARD				
FRIES-COATED	J.R. SIMPLOT CO	MPA	NY-HERMISTO	ON			
FRIES-COATED	LAMB-WESTON,	INC.	PASCO, WA		Đ		
Distribution Center	Delivered	#	Volume		1		
AMERISERVE-OMAHA, NE	0.3750	0	0				
AMERISERVE-PLYMOUTH, MIN	0.3850	. 0	` O				
AMERISERVE-WALIKESHA	0.3670	0	0				
FLEMING FOODS-KAPOLEI	0.4725	0	0				
KING PROVISION-ATLANTA	0.3950	. 0	0	<u> </u>			

FIG. 195

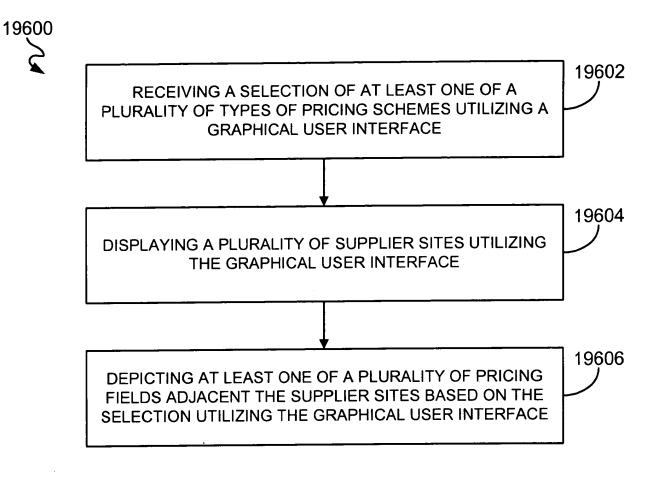


FIG. 196

Total Rest. Growth Amount 5.00% 19702					
Distribution Center	1	Restaurant Growth %	Projected Avg. Rest. Count		
AMERISERVE/POST-ALBUQUERQUE: AMERISERVE/POST-DENVER; AMERISERVE/POST-SALT; LAKE,UT AMERISERVE-OMAHA, NE	27 35 2 2 2	5.00% 5.00% 5.00% 5.00%	28 37 2 174		

FIG. 197

ttem	ttem Growth	% U	Usage Period			
CHICKEN-PATTY	-					
				2		
*	Coug. Aug.# Factor RM	DC/Item Growth	Projected Usage			
AMER-OMAMA 44,035 166	98.49% 24.12	4.00%	49,205	-		
AMER-PLYMOUTH 37,141 177 1	18.30	5.00%	40,823			
AMER-MILWAUK 38,520 1881	100.00% 19.02	0.00%	42,909	. 1		

FIG. 198

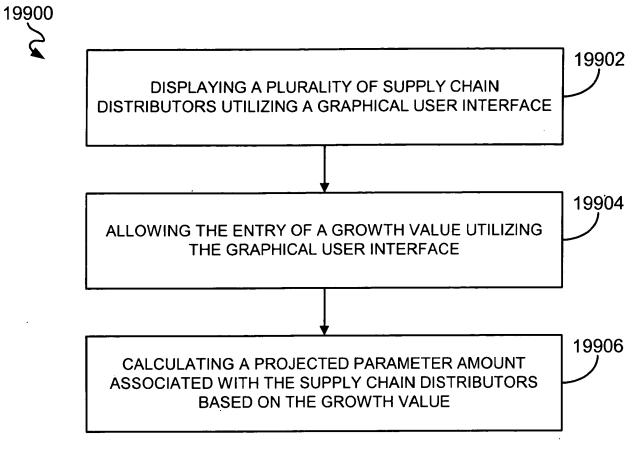


FIG. 199



Supplier FOB		Address	3	1
CAVENDISH FARMS		Dieppe	NB E1.A6X4	
J.R. SIMPLOT COMPANY-HERMISTON,	OR I	termiston	OR 99999	
LAMB-WESTON, INCAMERICAN FALL		American Falls	ID 83211	₽
Distribution Center		Lane Restriction	Honor TL Rate	•
AMERISERVE/POST-ALBUQUERQUE	O Solve	r 🔘 Required 🔘 Exclud	ed 📜	
AMERISERVE/POST-DENVER	O Solve	r · O Required @ Exclud	ed 🔲	
AMERISERVE/POST-SALT LAKE,UT	O Solve	r 🔘 Required 📵 Exclud	ed 🗍	·
AMERISERVE-OMAHA, NE	O Solve	r 🔘 Required 📵 Exclud	ed 🔲	
AMERISERVE-PLYMOUTH, MN	O Solve	r O Required 🖲 Exclud	ed 🛴 🗔	·1

FIG. 200

20002

20100

Supplier FOB	Addı	ess
CAVENDISH FARMS	Dieppe 4× 3	NB.X. E1/A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC. AMERICAN FALLS ID	American Falls	(ID.) *** 83211
Distribution Center	Lane Restr	iction Alexander
AMERISERVEYOST-ALBUQUERQUE	O Solver Requi	red () Excluded
AMERISERVE/POST-DENVER	Solver O Requi	red 🔘 Excluded

FIG. 201

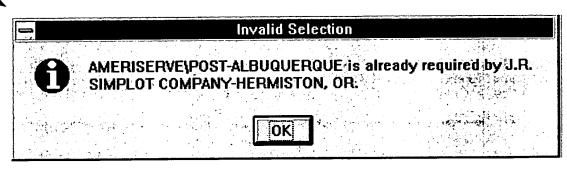


FIG. 202

FIG. 203



Supplier FOB .	Address						
CAVENDISH FARMS	Dieppe	•	14 5 5	NB E1 A6X4	_ _		
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermis	ston		OR 99999			
LAMB-WESTON, INCAMERICAN FALLS ID	Ameri	can Falls		iD 83211	•		
Distribution Center	Truckload Freight	Lane Distance			†		
AMERISERVE/POST-ALBUQUERQUE	1,617						
AMERISERVEPOST-DENVER	1,277						
AMERISERVE/POST-SALT LAKE,UT	691						

FIG. 204

Supplier, FOB	15 Envis		27-196164	Addre:	88 🥻 🖟	
O.K. FOODS-FORT SMITH AR		Fort S	Smith		AR	72904
TYSON FOODS-GREEN FORREST TYSON FOODS-RUSSELVILLE AI			n Forest élville		AR AR	72638 72801
Distribution (Weight Center ()	LTL., Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	.5,001 to 10,000 LBS	10,001 to 2 20,000 LBS	20,000 LBS +
PS-ATLANTA 175 / 15,000	a con antinones				1.10	

FIG. 205

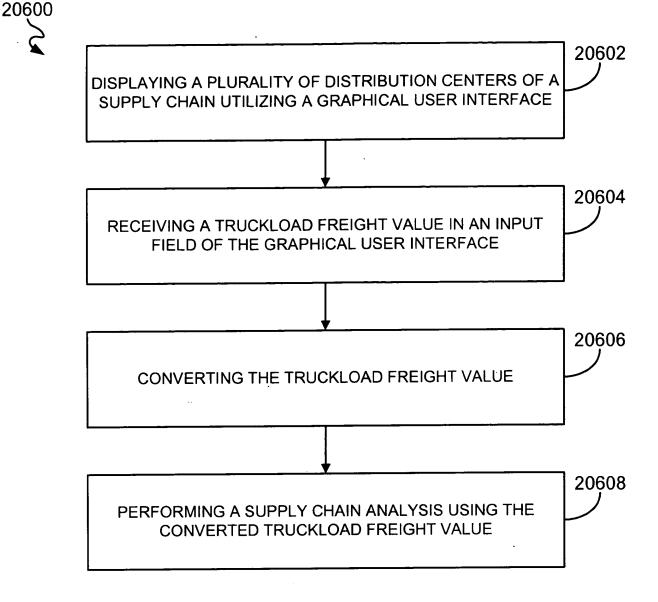


FIG. 206

Analysis Region	Force FOB	
MCCABE-PORTLAND/RN/V-ANCHORAGE	Yes 🔘 No	
Distribution Center Name	Site Role	
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point	
RESTAURANTS NOV-ANCHORAGE	Corporate & FOB Point	

FIG. 207

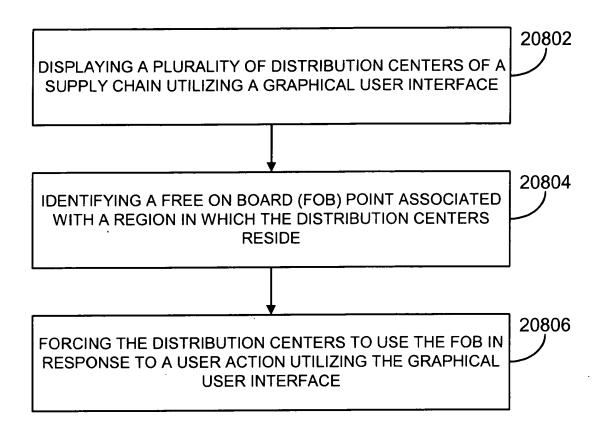


FIG. 208

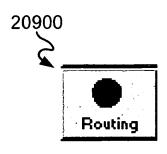


FIG. 209

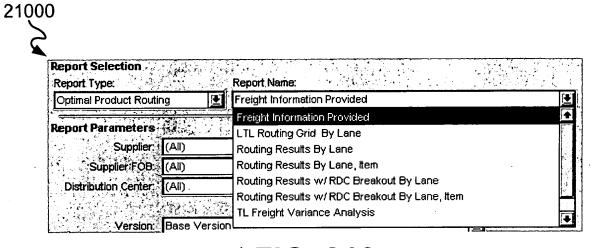


FIG. 210

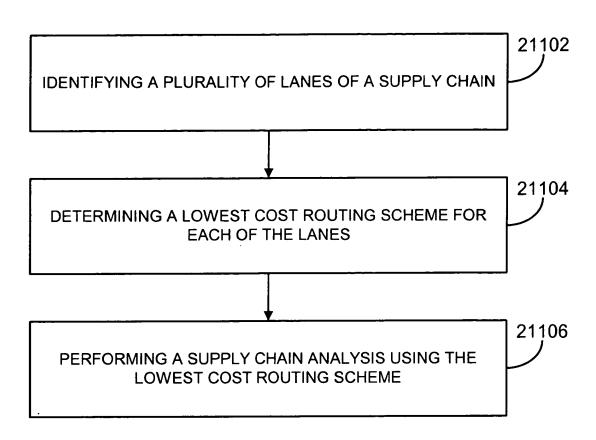


FIG. 211

ru M ĹŪ

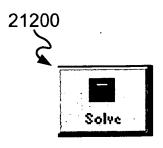


FIG. 212

21302	2	
Report Selection Report Type:	Report Name:	
Awarded Volume	Awarded Volume by Item - Detail	
Awarded Volume Comparison Reports		
Cost Matrix Preview Optimal Product Routing		
Tab Reports		
		<u> </u>
}	ew Capacity & Prices	≥

FIG. 213







Awarded Volume by Item - Detail

Awarded Volume by Item - Detail

Awarded Volume by Item - Freight Awarded Volume by Item - Summary Competing DC Freight Analysis by Item Lane Assignment Matrix

Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion).

Assigned Volume Percentages (with conversion) Invoice FOB Detail Comparison (no conversion) Invoice FOB Detail Comparison (with conversion) Invoice FOB Savings Comparison (no conversion) Invoice FOB Savings Comparison (with conversion)

FIG. 215





FIG. 216



Report Name:

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

FIG. 217

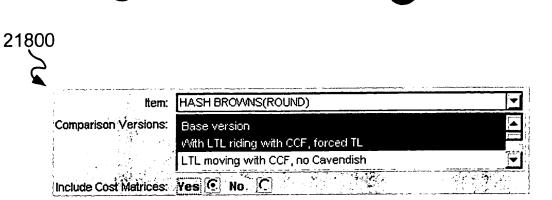


FIG. 218

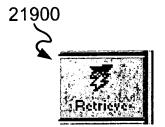


FIG. 219

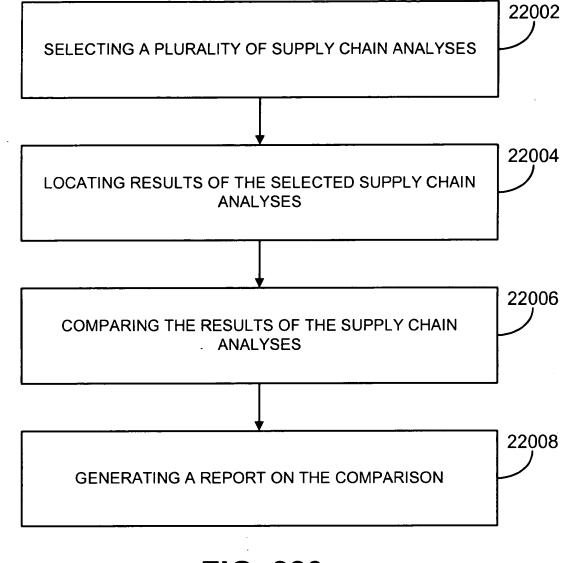


FIG. 220

the first the test of the

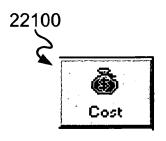


FIG. 221

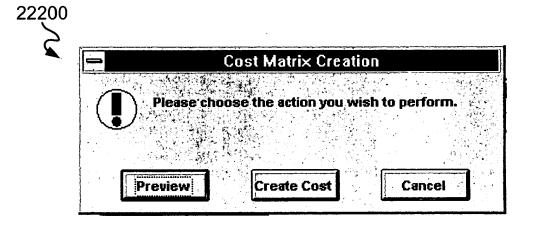


FIG. 222

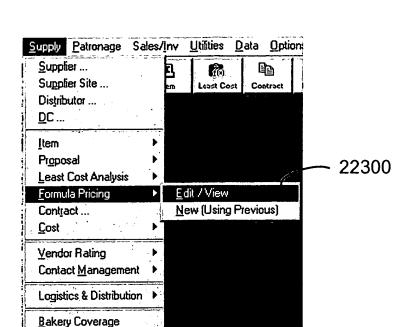


FIG. 223

Formula Pricing - BEEF - 77% - 04/06/98 General Info Pricing Freight Formulas Block Cost Adjustments Pricing ID: Description: Beef Pricing 04/06/01 Item: BEEF - 77% From: 03/23/01 Raw Material Pricing Date: 04/06/01 To: 04/03/01 03/15/01 End Date: 03/28/01 **Cost Matrix Begin Date:** FOB Adjustment Amount: 0.0000

FIG. 224





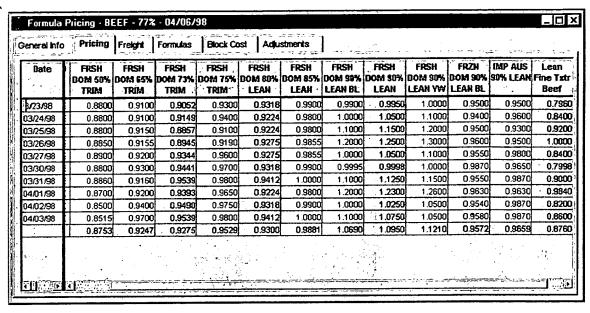


FIG. 225

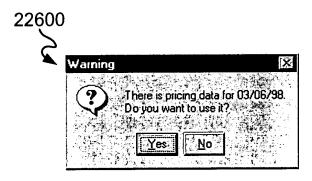


FIG. 226

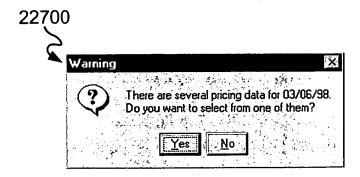


FIG. 227





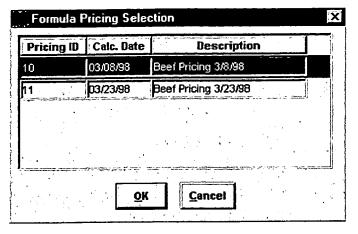


FIG. 228

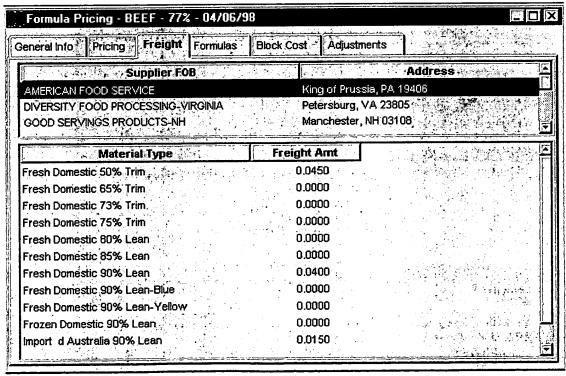


FIG. 229



eneral Info	_	Hinding	Freigh	- J	mules	Block Cos	Adj	stnents	عمماء	==			بعدادي		-1	ع بيعد	جاد يحين	يساد فيسد
	Ī	F051	TR	FD6	STR	F073	TC	FD84	LC	FDR	SLN	F090	LC	IMAI	198	LF	В	Total
Formula	Ì	Pct.	Cost	Pct.	Cost	Pet.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct,	Cost	Pct.	Cost	
VFS-1	1	0.3120	0.2871			- 22						0.1880			0.3924	0.1000	0.0911	0.984
XV-1	1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000			0.3139			8.994
S-1	I	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549		0.1303	0.986
S&C-1	I	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153					0.1050	0.0956	6.972
ER-1	T	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350		8.968
EX-1	T	0.3090	0.2766									0.3410	0.3802	0,2500	• 0.2452	0.1000	0.0896	0.991
VH-1	1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	8.976
MS-1	1	0.3325	0.2977				,					0.4675	0.5165	0.1000	0.0986	0.1000	0.0890	1.081
	•	•												1				
				. įt z	· . · .		- , *				* * * * * * * * * * * * * * * * * * * *					•	•	
1					٠, .					.•						-	1	

FIG. 230

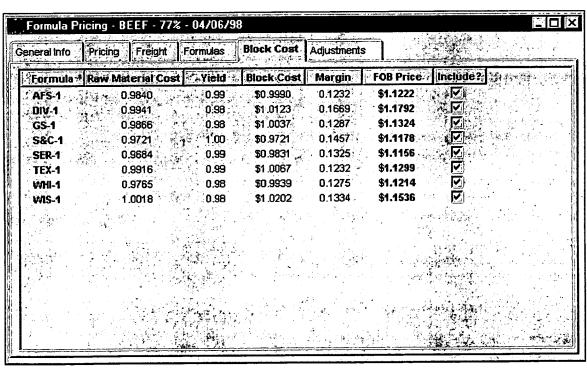


FIG. 231



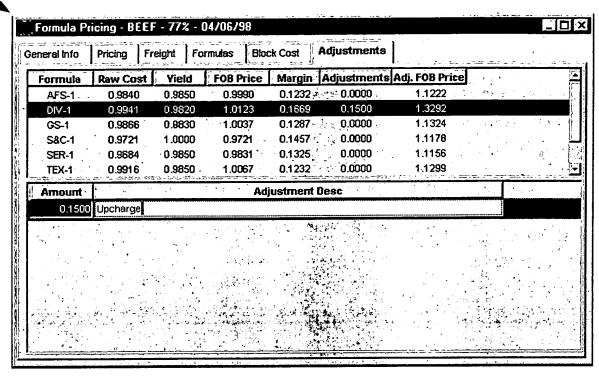


FIG. 232

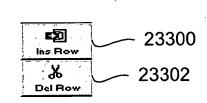


FIG. 233

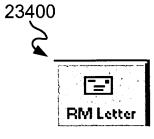


FIG. 234





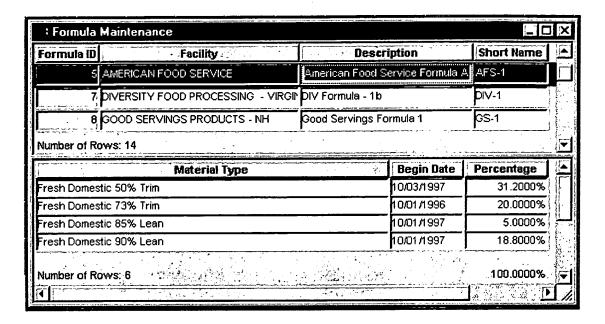


FIG. 235

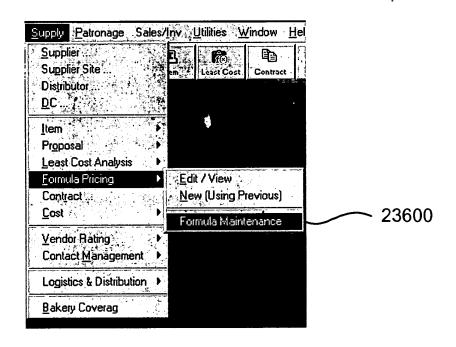


FIG. 236